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Front cover photograph

One of the eight rooms of La Casa Inglese in the Palazzo Reale in Milan during the British Week which was opened by Mr. Douglas Jay, President of the Board of Trade, on October 9 (see page 904 of this issue). La Casa Inglese, designed and mounted by Ideal Home Magazine at the invitation of the Board of Trade, shows the merchandise of 150 British manufacturers in domestic settings.

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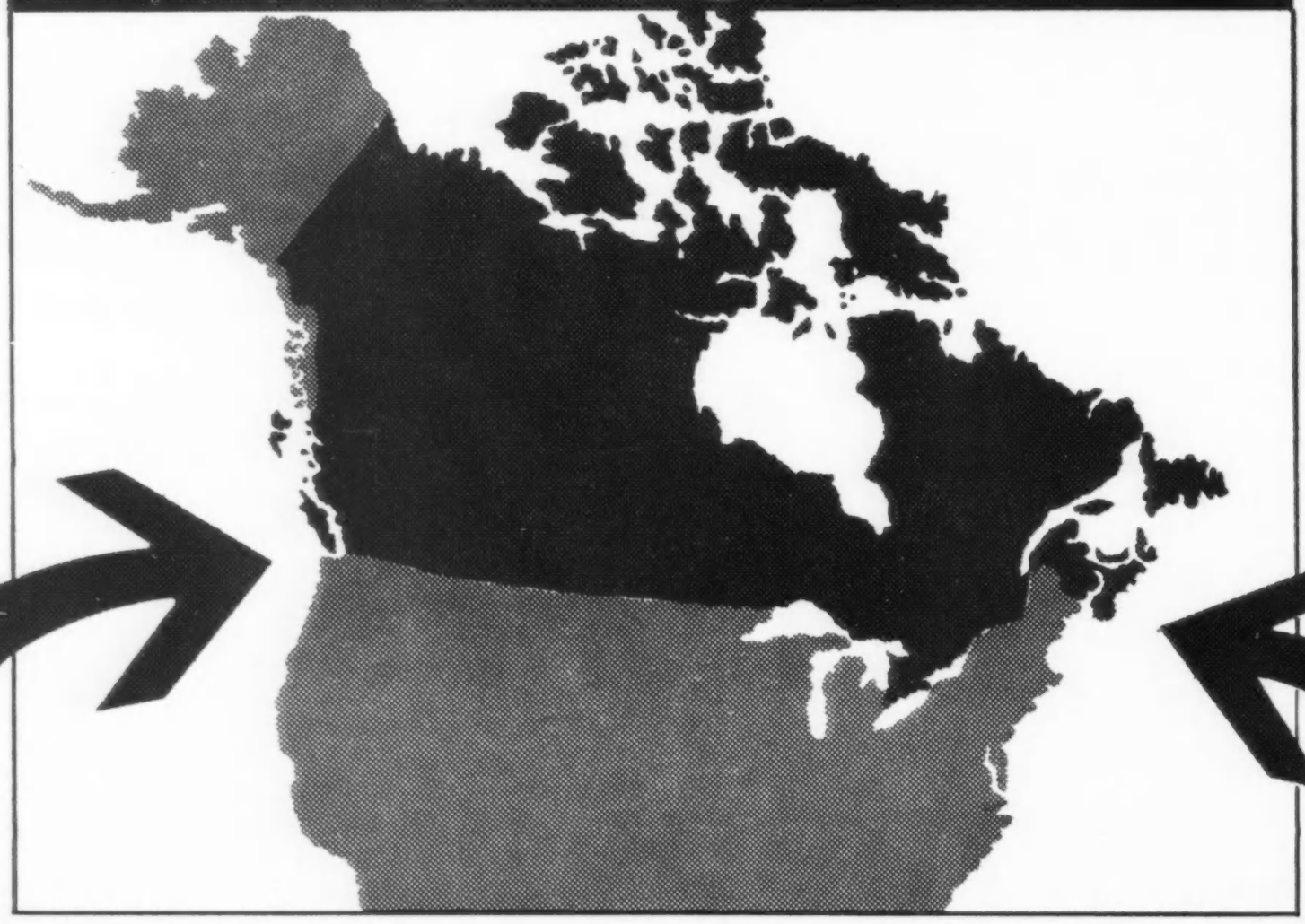

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Canada: The market surveyed

By J. B. INGRAM, First Secretary (Commercial), Ottawa.

This is the third of a series of articles on Canada in anticipation of 'Canextour' which begins at the end of this month (the first and second articles were published in the *Board of Trade Journals* of October 1 and October 8 respectively). During the tour two teams of British Trade Commissioners from Canada will interview some 800 British firms with the object of increasing our exports to this valuable market.

As WAS pointed out in last week's article, Canada is a rapidly developing country with a buoyant economy and a healthy and ever-increasing appetite for imported manufactured goods. Canada is, in fact, one of the world's largest importers of manufactures; and a market to which our old rivals Japan, West Germany, France and Italy are increasing their sales.

Although the point has been made so often, I often wonder whether people really do grasp the enormous size of Canada, the second largest country in the world and twice the size of geographical Europe?

It stretches from the magnetic pole in the north to the latitude of the Riviera in the south, and for 3,286 rail miles from the east (Halifax) to the west (Vancouver).

While all Canada lies across the northern doorstep of the United States, and door-to-door delivery without trans-shipment is possible, it should also be noted that Edmonton, in Alberta, is 200 miles (by sea and rail) nearer to Yokohama than it is to Liverpool, via Montreal. Distance problems also beset British firms already having representatives in Canada – in, for example, Toronto. From Toronto it is 2,670 miles (rail) further west to Vancouver, and 1,207 miles to Winnipeg, while Halifax is over 1,000 miles to the east. Goods from Britain destined for Vancouver, and landed in Montreal, are only half way in their delivery journey.

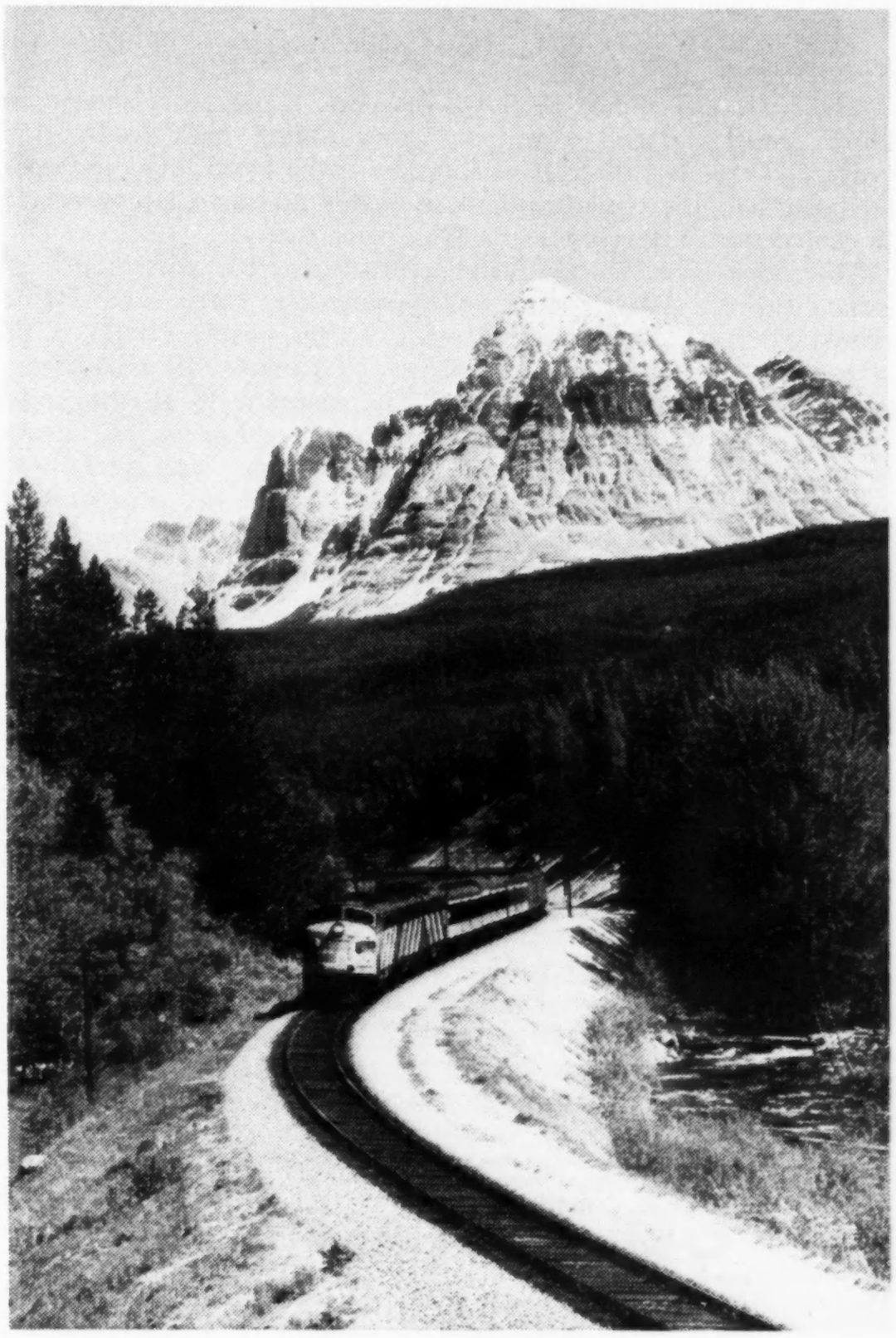
Although Canada has almost unlimited space, the estimated total population of just under 20 million is just over five persons to the square mile, a figure slightly lower than that in 'empty' Australia. But the population is very unevenly distributed. Quebec and Ontario, the two large eastern Provinces, although comprising only 26 per cent of the total area of Canada, have 63 per cent of the population – 12 million people. Expressed in another way, over 11 million Canadians live in the small segment of Canada (3 per cent of the total area) which is within 500 miles of New York.

In the middle west, in the three Prairie Provinces of Manitoba, Saskatchewan, and Alberta which have an area half as large again as that of the whole European Economic Community (population 176 million), there are a mere 3.14 million people, and these highly concentrated in the agricultural southern portion of the Provinces.

In the far west, beyond the Rocky Mountains, 1.8 million people live in British Columbia, and of these about half reside in, and immediately around, Vancouver. In the old-established Atlantic Provinces in the east – Newfoundland, Nova Scotia, New Brunswick and Prince Edward Island – the total population is just under two million. To the north in the Yukon and North-West Territories there are a mere 41,000, served from Edmonton and Winnipeg.

The important markets in Canada, as elsewhere in the world, are the maior metropolitan areas serving as they do not only their own populations, but also wide areas of the surrounding countryside. Twelve cities in Canada had urban populations of over 100,000 at the time of the 1961 census, and these today comprise a total population of 7.7 million, and serve as the metropolitan centres for possibly 85 per cent of the population.

Canada is a North American country with noticeably different tastes, likes and dislikes. It must not be regarded merely as an overseas market reflecting the mother countries of Britain and France. Ethnic origins can, however, be important commercially in Canada; 96.8 per cent of Canadians are from European stock with 43.8 per cent from the British Isles and 30.4 per cent from France. Other large groupings emigrated from Germany, the Ukraine, Italy,



A trans-continental passenger train passing through the Rocky Mountains on its 2,900-mile trip from Montreal to Vancouver. Railways are a vital link in Canada, the second largest country in the world.

the Netherlands, Poland, and other European countries. Native Indians and Eskimos constitute 1.2 per cent of the population, and Asiatics only .3 per cent. Of today's population, however, 84 per cent were born in Canada, and only 5.3 per cent in Britain, with a further 8 per cent in the rest of Europe.

The British connection is still significant but goods in Canada cannot be sold on goodwill alone, or solely because of the tag 'Made in Britain'. The market must be studied closely for full appreciation of taste, to meet Canadian discernment of competitive quality and price, and above all to meet and satisfy delivery requirements. Timing can be of vital significance.

We must not only take into account the long distances within Canada, but also the transport difficulties both in winter generally and, particularly in the north, in summer, when the ice having broken up on the lakes and rivers, only minor water transport is possible as an alternative to air freight.

The following area-by-area comments will, I feel, be useful guidance for those visiting British businessmen which Canada would like to see in increasing numbers.

The Atlantic Provinces

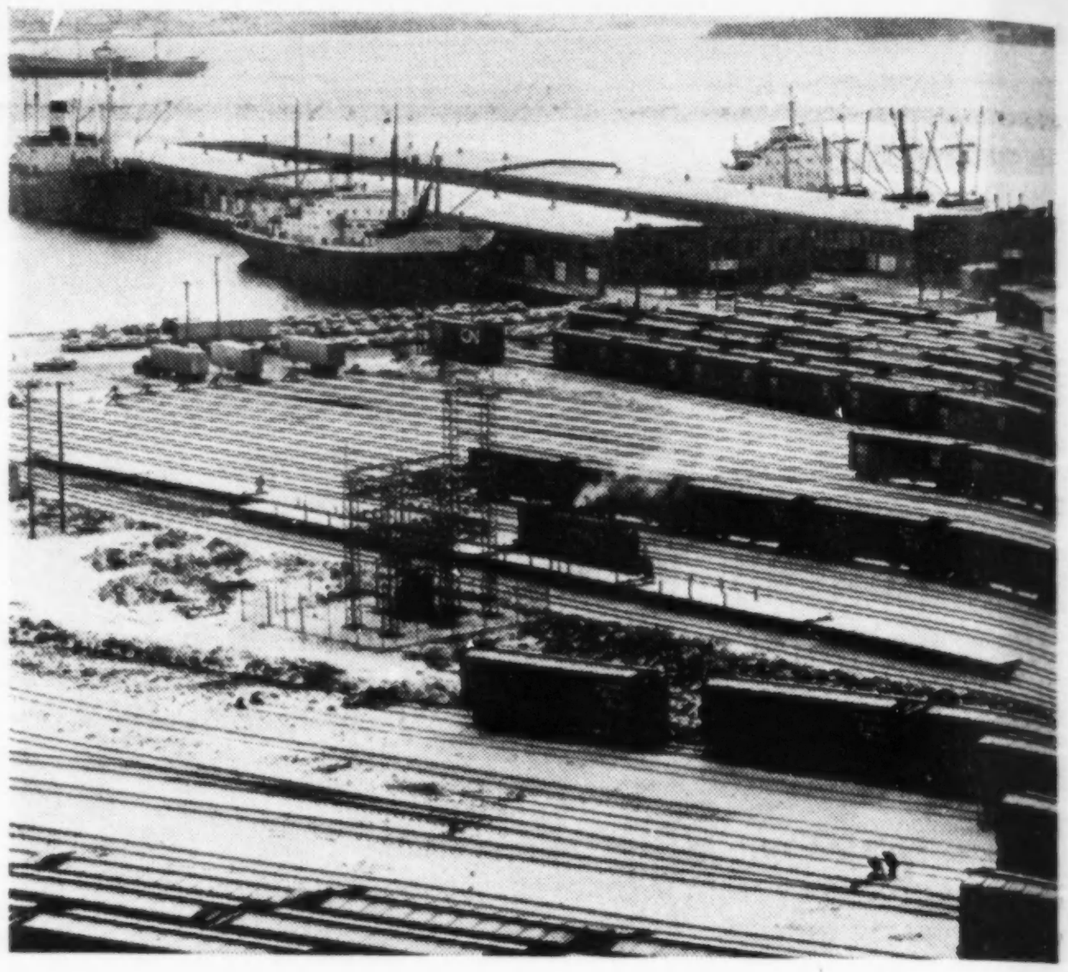
These are the oldest settled parts of Canada, and, indeed, of North America, with a proud history dating back to the 16th century. Three out of four of these have the word 'new' incorporated in their nomenclature, and the same adjective is appropriate to the economic development taking place today.

The population is relatively well distributed, particularly on Prince Edward Island, with no outstandingly large urban settlements. Halifax (Nova Scotia), with 92,500 people (1961) is the largest city, followed by St. John's (Newfoundland) 63,600, and St. John (New Brunswick) 55,000. The economy in all these four Provinces is still based mainly on the development of natural resources in the form of fishing, mining, forestry and agriculture. However, strong efforts are now being made to diversify the economy with considerable encouragement, and financial support both from the Federal Government at Ottawa and from the Provincial Governments.

New ideas and new goals are paramount, and the Provinces are doing their utmost to attract new development capital. In New Brunswick the main stress is on development of the natural resources, and in particular the development of chemical industries, while Nova Scotia is setting its sights to attract secondary industries through the efforts of its Industrial Estates Limited.

Car assembly plants, electrical manufacturing and new chemical pulp plants are among some of the latest achievements. New capital investment in Nova Scotia is expected to reach £113 million this year, or a 27 per cent increase on 1964. New Brunswick is only slightly behind with a £104 million investment, or an increase of 21 per cent. In this Province shipbuilding is increasing, and electric power, base metal mining and chemicals are their major areas of increasing tempo.

In Newfoundland, with the prime economy still based on mining, forestry and fishing, there are new developments in the expansion of mining and forestry, with new pulp mills and new hydro-electric power projects.



Winter closes some Canadian ports, but not Halifax, NS. Here ships line up at the busy waterfront, while boxcars are marshalled to take their cargoes to all parts of North America.

The Atlantic Provinces have one great attraction to Britain, and that is relative physical nearness, with the result that competition from Canadian and United States products is not nearly so intense as it is in the larger, more populated Provinces to the west.

Those British firms who have not yet entered the market in the Atlantic Provinces are advised to consider the appointment of agents within the Provinces, particularly for consumer goods, for which there exists an efficient fortnightly shipping service from Liverpool to the Atlantic ports throughout the year. In the field of capital goods opportunities exist particularly for British manufacturers of marine instruments, hardware, and engines, and commercial fishing equipment; builders' hardware and supplies, together with structural steel and piping; sewage and water treatment plant and equipment; hospital supplies; telephone equipment; and, in general, machinery, plant and equipment for agriculture, mining, pulp and paper, power and food processing industries.

Quebec Province

Traditional, quaint, old Quebec, as so often remembered and regarded by the tourist and as the old-established headquarters for the transport, paper and chemical industries, is now on the move economically and at no slow rate. Exports to Canada are still for the most part funnelled through Montreal, Canada's largest city, which is second only to New York in the Western Hemisphere in its cargo-handling facilities.

But, in addition, the tempo of industrial development has accelerated rapidly, and there are now said to be over 75 companies engaged in projects involving the expenditure individually of more than £300,000, and in some cases £30 million.

During the past seven years manufacturing and construction activity have risen by 40 per cent, and mining by an even higher 67 per cent. During 1964 alone the total output of goods and services rose by 9 per cent. All industries, light and heavy, have shared in this progress, asserted by the expanding hydro-electric facilities.

Montreal, with its two and a quarter million people, has attracted most of the development, but the prosperity is also shared by the other towns and cities in the St. Lawrence Valley.

Montreal itself is a thriving, essential, integral, economic entity in progressive Canada, which has been chosen as the site for

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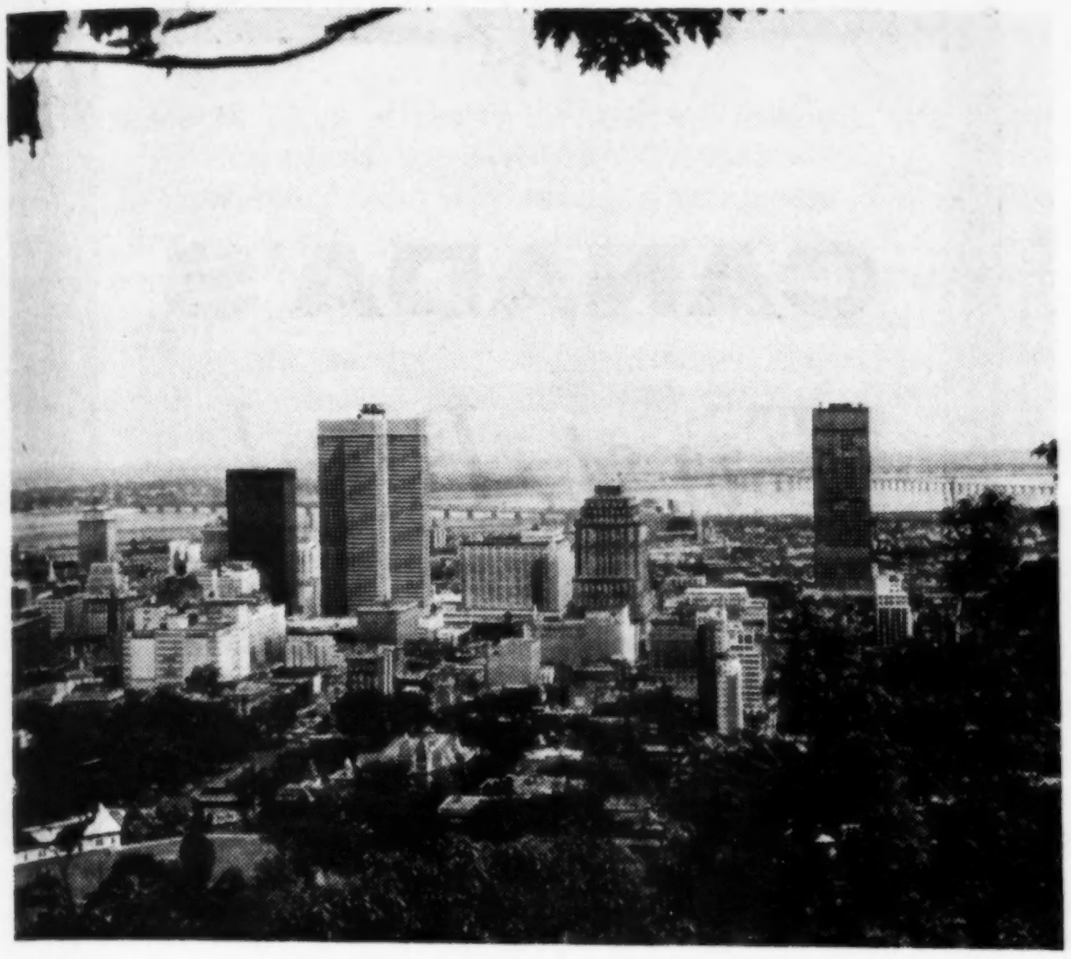
is where you will find friendly advice and all the information you'll need if you want to expand your trade with the North American continent.

The Canadian Atlantic Provinces—Nova Scotia, New Brunswick, Prince Edward Island and Newfoundland—are nearer than you think. Great opportunities are waiting for the enterprising industrialist.

Write, phone or call in on Mr. H. Watson Jamer, Agent-General. Here's the address again: The Canadian Atlantic Provinces Office, 60 Trafalgar Square, London, W.C.2. telephone: **WHITEHALL 8717**



The ever changing skyline of Montreal, Canada's largest city, is dominated by the 42-storey cruciform building of Place Ville Marie. Most exports to Canada pass through Montreal.

'Expo 67', the international exhibition expected to attract 19 million visitors and an influx of £200 million of spending money in Canada's Federation centennial year, 1967.

In such a surround of economic prosperity Montreal and Quebec Province offer exciting openings for British exporters both of capital and of consumer goods. Montreal has traditionally been the centre of the rapidly growing Canadian textile industry, with over 70 per cent of the cotton and synthetic fibre production, and also more than half the knitwear and almost half the woollen industries. It is also the Canadian fashion centre, the leading cultural centre, and the Canadian city offering the greatest variety of imported merchandise, sold not only to the discerning Quebecers but to all Canadians seeking 'something different'.

Some £1,700 million a year is spent on retail trade in Quebec and Montreal to match this consumer prosperity resulting from relatively full employment and labour income that has risen 51 per cent in seven years, is developing not only suburban shopping plazas, but also extending and redeveloping its central 'down town' shopping facilities.

Quebec is, of course, the major French-speaking Province in Canada. In 1961 three and a quarter million stated they spoke only French, and a further 1.3 million claim to speak both French and English. A high proportion of the business community speak English, but it is advisable to correspond and quote in French in order to gain the optimum interest of this large market for imported merchandise.

Toronto, the capital of Ontario (Canada's second largest province), is a rapidly growing industrial centre. The market, particularly for modern labour-saving machinery, is sophisticated and discerning.

Ontario

In area this is the second largest Province in Canada, but in the small southern portion, comprising only 10 per cent of the Province, live 90 per cent of Ontario's 6,702,000 people. Toronto, the capital, houses almost 2,000,000 in the metropolitan area, while a further 460,000 live in Ottawa/Hull, the Federal capital of Canada. But in addition, in Southern Ontario, there are 12 other metropolitan areas or cities with populations in excess of 50,000, including Hamilton, the steel town – 395,000; Windsor, the automobile town – 196,000; London on the River Thames – 188,000; Kitchener, 155,000; Sudbury, 110,000; and Brantford, Burlington, Kingston, Oshawa, Peterborough, St. Catherines and Sarnia. Southern Ontario presents, in fact, the best concentrated market of size in Canada, and over one-third of Canada's population can be easily reached and served from Toronto.

In this industrialized and urbanized complex of communities there is great diversity of production from a wealth of natural resources, involving farming of the fertile, most southerly lands of Canada, with fruits and tobacco, in addition to the usual northern temperate agricultural products; and mining with an annual production valued at over £300 million, including nickel, copper, uranium, gold and salt.

The vast northern water and hydro-electric power resources also allow of the almost ubiquitous Canadian production of pulp and

(*Continued on page* 879)

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For further information on any aspect of the Canadian market contact

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Depreciation allowances—new machinery 50%, new buildings 20%

Ontario manufacturers are interested in starting joint ventures or manufacturing new products under licence for the Canadian and the U.S.A. markets. Worthwhile projects may qualify for financial assistance.

Overseas Companies with new or advanced products or manufacturing techniques are invited to investigate these opportunities.

Further information and introductions from:—

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paper, but the strength and growth of Southern Ontario rests in the development of secondary industries in the many industrial cities which turn out over half of Canada's total output of manufactured products.

With a labour force of nearly 2.7 million Ontario is pre-eminent industrially and claims to have 13,000 manufacturing concerns producing 'everything from jelly beans to computers'. Geographical location and proximity to the industrial area of the United States and a nexus of transport facilities, have all contributed to this development which will continue in pace with the development of Canada. From the standpoint of construction alone Metropolitan Toronto will be spending £600 million by the end of the year – a volume which is claimed to be higher than that of any North American city.

This is the market *par excellence* for capital goods in the form of plant and equipment, tooling, raw and semi-manufactured materials.

For those British companies seeking to enter the Canadian market and not wishing initially to set up branches or independent units elsewhere, southern Ontario is obviously attractive. But the population distribution in Canada being what it is, the important proviso is that efficient coverage for the other two-thirds of Canada can only be achieved by regular courting of buyers elsewhere and by close attention to their requirements.

Goodwill abounds for British products but the market is sophisticated and discerning. As most of the industrial development has taken place during the past few decades in close proximity to the United States, this is not a market for the old and well tried machine, nor for one that will last a lifetime, but it is a market for the modern, highly efficient, labour-saving, automated machinery, that buyers will fully expect to be out of date in 20 years' time, or less.

The Prairie Provinces

The fertile prairies lie 1,100 air miles north-west of Toronto and beyond the Great Lakes. The intervening region supports only a small population, engaged mainly in forestry and mining, with the exception of the Lakehead twin cities of Fort William and Port Arthur, the terminal – but not in winter – for the ocean transports through the Great Lakes which load grain at the vast elevators. This world granary comprising the three Prairie Provinces – Manitoba, Saskatchewan, and Alberta – is linked tenuously to the eastern Provinces by but two rail lines and two roads. It is a separate Canadian market and with close economic links to the neighbouring states of Minnesota, North Dakota and Montana.

Farming – extensive grain farming – is the basis of the economy in these Provinces, particularly Saskatchewan, and grain crops annually of the order of 1,300 million bushels are normal. The metropolitan cities of Winnipeg, Regina, and Saskatoon exist to serve the farming communities and are, in fact, for the most part, as dependent as are the farmers on the vagaries of the climate and the resultant crop yields.

Employment in farming has declined with the mechanization of agriculture and during the 20's and 30's there was a strong tendency towards emigration, particularly to industrial Ontario and to the United States. However, the exploitation of the oil and gas resources in Alberta, and to some extent Saskatchewan, during the past two decades, has decreased this economic dependence on agriculture to only one-fifth of the provincial value of production, compared with one-half, 25 years ago.

Huge investments are being made in the development of potash in Saskatchewan and while this will not be a great employer of labour it will bring extra wealth to the province, and diversify the economy. In Manitoba and Saskatchewan there has not been any extensive industrial development and most manufacturing establishments exist to service the 3.3 million people, or are associated with the grain and mining industries.

The exceptions are the clothing or 'making up' industry in Winnipeg, which depends upon textiles from elsewhere in Canada, or imported. In Alberta, the 'Oil' Province with oil and gas sales of £230 million a year, Edmonton and Calgary are boom towns and have in the past 20 years expanded more rapidly than any other Canadian cities. All the Provincial governments are keenly interested in attracting new industries and recent projects include chemicals, fertilizers, heavy water, synthetic fibres etc.

A typical scene in Manitoba. There is much goodwill for British goods in the Prairie Provinces. This and preceding photographs by courtesy of Canadian National Railways.

The major distribution and retail centres are Winnipeg (Manitoba) 476,000, Regina (Saskatchewan) 112,000, Saskatoon (Saskatchewan) 95,000, Edmonton (Alberta) 338,000, and Calgary (Alberta) 279,000. Winnipeg as the 'Gateway to the West' has always been the major centre for wholesalers and distributors throughout the Prairies, but for specialized equipment and for sales to Provincial governments it is of advantage, when feasible, to have agents or representatives or sub-agents in one or more of the centres as listed.

In the northern part of the Provinces, beyond the flat or rolling Prairies, the land is infertile and rocky, and forestry and mining are the only industries giving rise to settlements of any size, such as Flin Flon and Thompson in Manitoba. On Hudson Bay, linked only by one railway and no road, is the small Port of Churchill, which for a short period in late summer and autumn, provides an outlet for the Prairie grain, and for a relatively small quantity of imports.

Although the potential market in the Prairies for British goods may not be large by world standards, there is a fund of goodwill, particularly noticeable in Saskatchewan, where the Premier, the Hon. Ross Thatcher, urges his Government Departments to do more than pay lip service to the slogan 'Buy British'. British exporters are therefore advised:

First, not to neglect the Prairie regional market.

Secondly, to appoint a local representative in the Prairies when it is economic and worthwhile to do so, and particularly when service and carrying of spares is necessary.

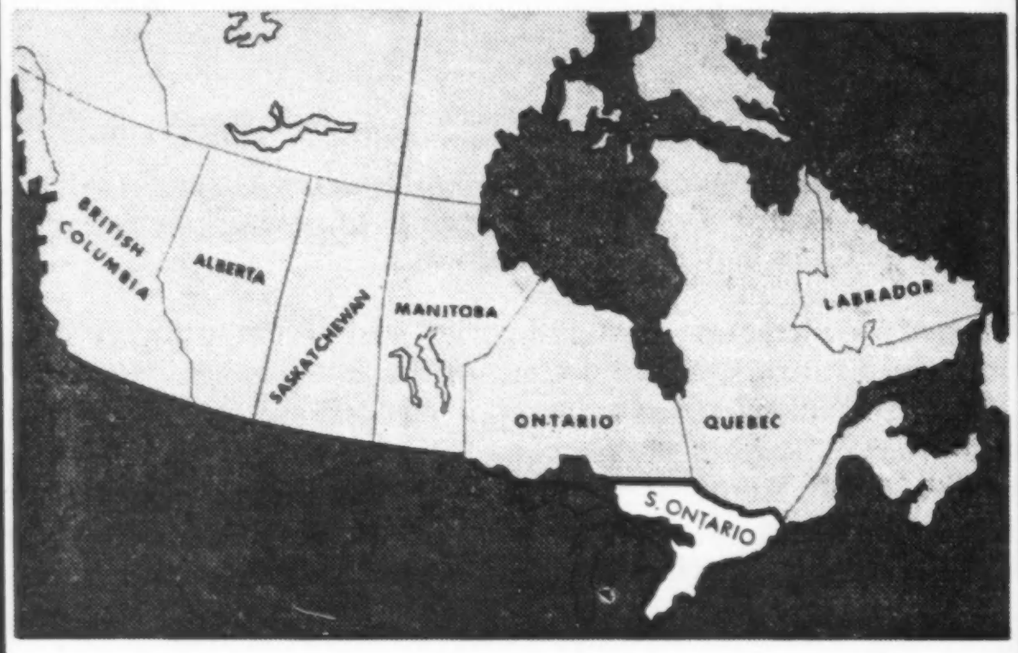
Thirdly, to ensure that existing representatives located elsewhere in Canada visit Prairie potential buyers regularly and pay close attention to their inquiries.

British Columbia

Beyond the Prairies to the west lie the Rocky Mountains, with mountain ranges and valleys stretching down to the island-studded, indented coast. This is the Pacific Coast Province of British Columbia, housing some 1.8 million people, almost half of whom live in and around Vancouver, Canada's youngest major city, sited on the magnificent natural harbour with a scenic mountain background. Climatically, the coast enjoys not the severe extreme temperatures of the rest of Canada, but relatively mild winters with snow being unusual. This is particularly true of Vancouver Island

(*Continued on page* 881)

CANADA'S BIGGEST MARKET WHERE TREND-SETTERS READ THE GLOBE AND MAIL



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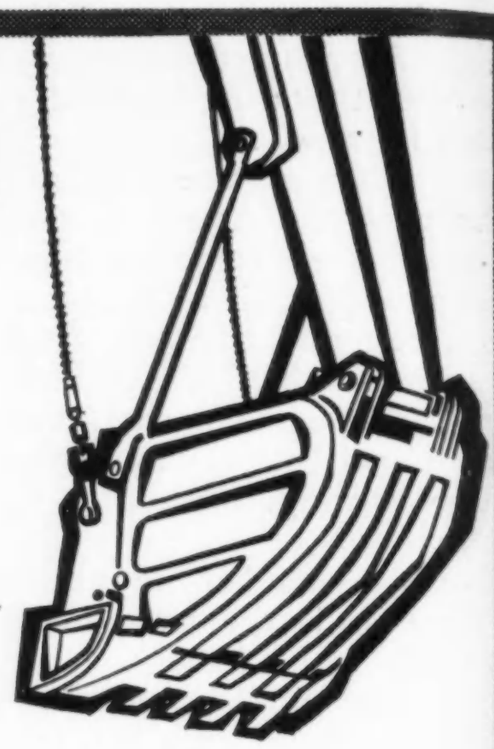

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which houses Victoria, the capital of the Province, a beautiful 'garden' city, greatly favoured by retiring Canadians.

Vancouver is the busiest port on the West Coast of the Americas, with at present a trade of over £650 million, of which 75 per cent are exports. Handling facilities are being developed in tempo with the trade and a £4 million expansion is now under way. Regular shipping services throughout the year to Britain via the Panama, provide a relatively cheap route for imports from Britain, not only for British Columbia, but also Alberta and parts of Canada further east.

The Britain/Vancouver rates by sea are often cheaper than those obtaining on the far shorter ocean freight haul from Britain to Montreal, and as Vancouver is 2,800 miles by rail west of Montreal, British products directly imported into West Coast ports can compete successfully and indeed, often to price advantage, with goods manufactured in Eastern Canada and Eastern USA.

Not only is British Columbia commercially prominent but industrially also, as the result of a wealth of natural resources in forestry, mining and fishing. The greatest impact on the economy of the Province has been the development and expansion of the pulp and paper industry, on which about £250 million is expected to be spent in the next few years, and which even now results in the annual expenditure of about £35 million for maintenance and operating requirements. In general, forestry products account for 50 cents out of every dollar earned within the Province.

The mining of zinc, lead, and copper, and the extraction of oil and gas in the Peace River area is also expanding appreciably with extensive activities in smelting and refining at Trail and Kimberley, and for aluminium at Kitimat, all of which enjoy cheap hydro-electric power, resources for which are most extensive. New power projects on the Peace and Columbia rivers will provide further incentive for industrial growth, not merely of the primary industries but also of the established secondary industries such as chemicals, steel, shipbuilding, engineering, canning, brewing and textiles.

The fishing industry, with landed catches, mainly of salmon, of the order of some £17 million annually must also not be forgotten as being of interest to Britain, both as a delectable and popular food and as an industry absorbing British products.

Vancouver, capital of British Columbia, and one of the busiest ports on the West coast of the Americas. Photo courtesy of Canadian Government Travel Bureau.

British Columbia should therefore not be regarded only as that part of Canada furthest removed geographically from Britain but as a thriving developing province, providing a market of great potential, well worth investigation by British exporters who have the advantage of not being subject to such intense competition as in Eastern Canada.

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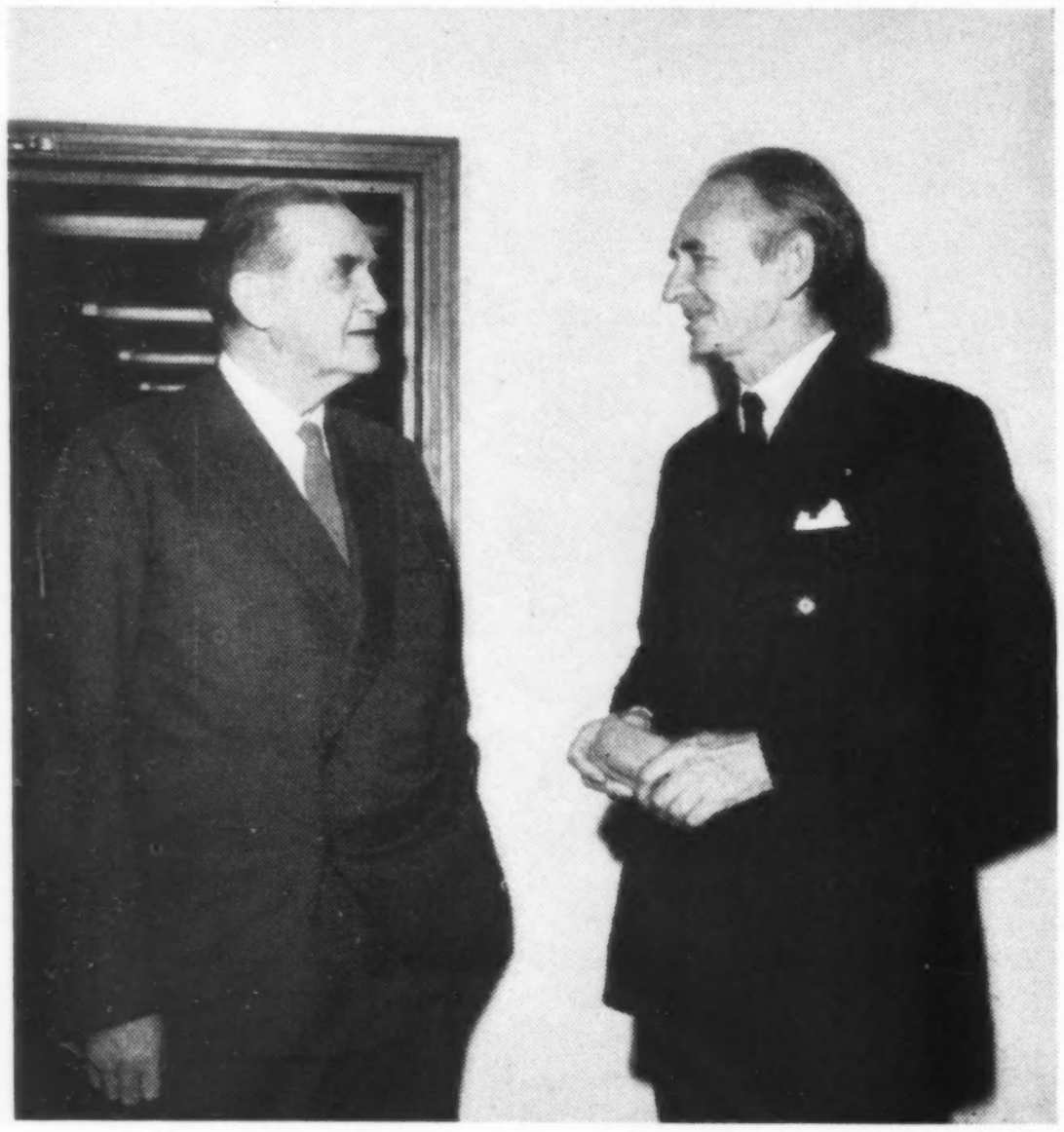


Mr. John McEwan, the Australian Minister for Trade and Industry talking to Mr. Douglas Jay, President of the Board of Trade (right) whom he met during a five-day trade review held in London recently.

President of the Board of Trade to visit the West Riding

MR. DOUGLAS JAY, President of the Board of Trade, will visit the West Riding of Yorkshire from October 14 to 17 to meet representatives of the Wool Textile Industry and attend the Cotton Board Conference.

On October 15 Mr. Jay will meet representatives of the Wool Textile Delegation and the National Wool Textile Export Corporation, and will also visit the Greenside Woolcombing Co. Ltd. and Messrs. Scott (Dudley Hill) Ltd. In the evening the President will speak at the annual dinner of the British Wool Federation.

On October 16 Mr. Jay will visit the Wool Industries Research Association, Torridon, Headingley, Leeds, and he will then go on to Harrogate to attend the Cotton Board's Conference, where he will address the final session on Sunday morning, October 17.

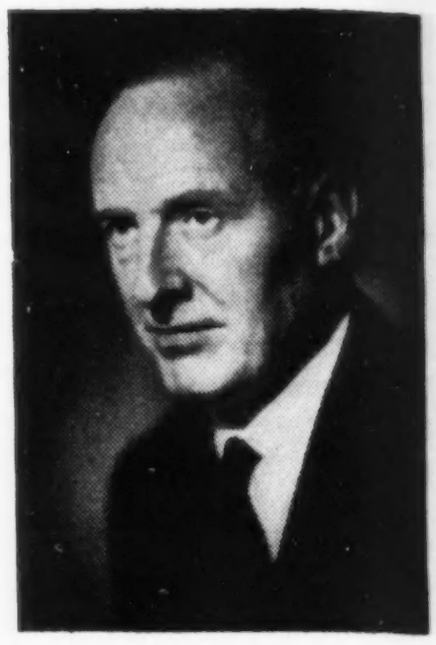
Mr. Darling to visit North Wales

MR. GEORGE DARLING, Minister of State (Home), Board of Trade, plans to visit factories and have discussions with local authorities in North Wales on October 14 and 15.

His programme includes: October 14, a call on the chairman of Holyhead UDC; visit the Midland Electric Manufacturing Company at Holyhead and the Llangefni Industrial Estate; lunch with Anglesey County Council at Beaumaris and visit the Board of Trade advance factory at Bethesda which has been allocated to Austin Taylor (Electrical) Limited, visit MacKenzie and Brown Limited, general engineers, Caernarvon, and dine with the chairman and members of Caernarvonshire County Council at Caernarvon.

October 15, visit the factories of Bernard Wardle (Everflex) Limited at Caernarvon – where PVC coated fabrics are made for the motor industry – the Aluminium Corporation, Dolgarrog, and the AEI-Hotpoint washing machine factory at Llandudno.

Lord Brown to be Minister of State, Board of Trade



MINISTERIAL CHANGES in HM Government announced by Mr. Harold Wilson, the Prime Minister, on October 9 included the appointment of Lord Brown as Minister of State, Board of Trade. Mr. E. C. Redhead, the former Minister of State (Overseas), has been appointed Minister of State, at the Department of Education and Science.

Prior to his appointment as Minister of State, Lord Brown had been chairman of the Docks Modernization Committee, which responsibility he continues to hold. Lord Brown has resigned his chairmanship of the Glacier Metal Co. Ltd., and the Brunel College of Advanced Technology, his directorship of Associated Engineering Ltd., and his connections with the Minister of Technology's Council, the Minister of Education's Committee on the supply of Technological Manpower and the Minister of Land and Natural Resources' Advisory Committee.

Aged 55, Lord Brown was elevated to the peerage in December 1964.

Lord Brown is to visit Tiverton and Plymouth on October 18 when he takes over the first day's engagements of the three days visit to the South West Region previously arranged for Mr. E. C. Redhead, then Minister of State (Overseas), Board of Trade (see last week's *Board of Trade Journal*, page 809).

Scope for expanding exports of postal machinery discussed

MORE THAN 50 firms which manufacture postal machinery and equipment recently attended a meeting at London's new Western District Sorting Office to discuss the scope for expanding exports of their products. The meeting had been called by Mr. Anthony Wedgwood Benn, the Postmaster-General, and Mr. E. C. Redhead, then Minister of State (Overseas), Board of Trade.

The British Post Office has led in the development of mechanical and electronic machinery needed for a modern postal service and is embarking on a large rebuilding and mechanisation programme. The Post Office recently announced the setting up of a Postal Consultancy Service to help and advise countries abroad in the planning of new buildings and in mechanisation. Many countries – and not only the undeveloped ones – have very little planning experience on which they can draw when they are rebuilding or modernising their large postal buildings. The British Post Office is uniquely placed to help them. The Consultancy Service, for which a charge will be made based on the costs incurred, will normally operate by advising overseas administrations on the planning of new mechanised postal buildings and on individual mechanisation schemes. The service will be entirely impartial, but it is natural that recommendations to other administrations will be influenced by the Post Office's own successful use of many types of postal machinery developed and produced in this country.

After the Postmaster-General had reminded the meeting of Britain's lead in this field and the Minister of State had underlined the need for exports, a group of representatives of industry who were present decided to produce for overseas distribution a brochure of their postal machinery and equipment which would serve as a buyer's guide for prospective overseas customers.

Board of Trade inquiry

THE BOARD OF TRADE has ordered an inquiry to be held into the conduct of Mr. Robert Thwaites and his fitness to hold a certificate of competency as Master (Foreign-going).

The hearing of the proceedings under Section 471 of the Merchant Shipping Act, 1894, began before the local Marine Board at the County Court, Westgate Road, Newcastle upon Tyne on October 13, 1965.

CoID Annual Report welcomes desire for 'a fresh and modern picture of Britain'

WELCOMING the increasing interest in the subject of design, the 20th Annual Report of the Council of Industrial Design published on October 7 emphasizes that 'there is more willingness, even anxiety, than for a long while to show a fresh and modern picture of Britain to the world'.

The Report particularly welcomes the favourable reception given by the Board of Trade and the Export Council for Europe to the Council's argument that 'the British Weeks in European cities would be incomplete without a prominent exhibition of the highest standards of modern British design to supplement the traditional picture of Britain that would be likely to appear in local shop windows'. Though the Council is well aware that the main contribution to Britain's exports is made by manufacturers of capital and engineering goods, it believes that time, effort and funds spent on trying to improve standards of design in the lighter industries represented in British Weeks will continue to be well spent, and comments that 'A reputation for backwardness in these fields can, however unjustly, spread to others and even the most modern technological industries may suffer indirectly from out of date images created by less progressive companies in statistically less important industries'.

The Report also draws attention to 'the study of design as a problem for industrial management', and comments that this managerial awareness is 'the real yardstick of progress', but so far from sitting back to applaud these developments the CoID must 'step up its activities, expand its contacts and seize every opportunity not only to intervene with comment, commendation or criticism, but also to offer its practical services whenever and wherever design issues of major importance arise'.

The Report states that the Council is increasing its activities in the engineering field 'not only because of the importance of engineering to the economy but because capital goods of many kinds stand to gain a great deal from a proper understanding and acceptance of the industrial designer's role'.

Scottish committee

The work of the Scottish Committee of the CoID has also expanded in the field of capital goods and an industrial liaison officer with special responsibility for the capital goods industries was appointed during the year. A four-day visit to Scottish industry was undertaken by Lord Snowdon in his capacity as adviser to the Council. A special display was mounted by the Committee at the Scottish Industries Exhibition 'Enterprise Scotland'; and an exhibition of Scottish products was arranged in the London Design Centre at the same time. A Scottish display was arranged by the Committee at the 13th International Handicrafts and Trade Fair in Munich.

Meeting of EFTA Consultative Committee

THE ELEVENTH MEETING of the EFTA Consultative Committee is taking place in Geneva today, October 15, with Mr. Per Haekkerup, Foreign Minister of Denmark, and current chairman of the EFTA Council, in the chair.

Subjects for discussion at the meeting include the whole range of EFTA's activities (on the basis of reports from the Secretary-General), the situation regarding European integration, and proposals by Committee members for establishment of an EFTA Economic and Social Committee and for facilitating the exchange of trainees between EFTA countries.

The Committee's discussions, including any suggestions for policy, will be reported to the EFTA Council in time for the Ministerial Meeting in Copenhagen.

The membership of the Committee represents a cross-section of the economic leadership of the seven EFTA countries, plus Finland, the associate member. The Chambers of Commerce, Federations of Industry, Employers' Associations, Trades Unions, and other non-governmental institutions of the free trade area are represented.

ORGALIME meets in London

SIXTY LEADERS of the engineering industries of Western Europe met in London from October 6 to 8 at the conference of ORGALIME (Organisme de Liaison des Industries Metalliques Europeennes), the organization for co-operation between the leading engineering trade associations. Hosts to the delegates were the British Electrical and Allied Manufacturers' Association (BEAMA) and the British Mechanical Engineering Federation (BMEF), which together represent the United Kingdom in ORGALIME.

At a press conference on October 6 Mr. Stanley Steward, director of the British Electrical and Allied Manufacturers' Association, who is president of the executive committee of ORGALIME, disclosed that at a meeting of the EFTA Liaison Committee earlier in the day strong representations had been made for the early removal of the British surcharge on imports. He also revealed that proposals for the strengthening of EFTA as an instrument for industrial co-operation were being studied within ORGALIME.

As a result of a study made by the Foreign Trade Committee a comprehensive report had been prepared of all the Export Credit Insurance arrangements in operation throughout Western Europe.

Mr. Douglas Jay, President of the Board of Trade, was the host at a reception for the delegates on October 7.

Speaking at the dinner given by BEAMA and the BMEF in honour of the delegates to the Conference, Mr. Douglas Jay, President of the Board of Trade, said that ORGALIME was evoked by the need felt for liaison. It straddled two of the three great trading groups of Europe, and it demonstrated the realization among industrialists that no single group would gain if its development took place along separate paths. 'You have very sensibly ensured that people from the EFTA side can attend the meetings of your Common Market Committee and vice versa.'

Continuing, the President said: 'When we think of separation we tend to think first of the tariff and non-tariff barriers for which Governments are primarily responsible. These are certainly important, and that is why a successful outcome of the Kennedy Round of tariff negotiations is as vital as ever. But there are other ways in which separate development can be at least as harmful, and possibly even more harmful, to the continuing development of trade. Standards and specifications are one example. We in Britain have, of course, announced our firm intention to move towards the metric system of weights and measures, fully recognising the heavy transitional problems with which this will face us. As a Minister with responsibility for international trade, I warmly welcome all the work on standardisation on the reduction of technical barriers to international trade, and the harmonization of technical regulations which ORGALIME has in hand.'

Referring to Britain's economic outlook, he said that Britain's economy was now much healthier than it had been for some time past. The £ sterling was secure; the balance of payments deficit had been rapidly cut down; and the seasonally most difficult period for the £ was passing. But there was a great deal still to achieve which only unrelenting effort could win for us. We had set outselves the ambitious aim of ensuring economic growth and balanced overseas payments at the same time: and this would never be easy. To relax too soon the restraints which had so vastly improved our situation in recent months would be exceedingly foolish. The present Government had no intention of making that mistake.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

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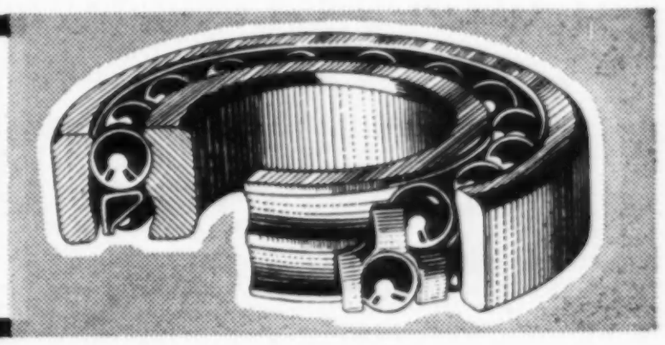

Mr. Harold Wilson inaugurates Post Office Tower

'THE POST OFFICE tower symbolises 20th Century Britain in much the same way as Big Ben symbolised 19th Century Britain. Both speak eloquently for the age in which they were built. Big Ben represents the fussy grandeur of the Gothic revival that epitomized Victorian Imperial affluence built on the foundation of the first Industrial Revolution. The Post Office tower, lean, practical and futuristic, symbolises the technical and architectural skill of this new age.' This was said by Mr. Anthony Wedgwood Benn, the Postmaster General, when he spoke at the ceremony at the tower at which Mr. Harold Wilson, the Prime Minister, inaugurated the operational working of the tower on October 8. Mr. Wilson talked over a micro-wave telephone link from the tower to the Lord Mayor of Birmingham, and audiences in each city watched the ceremony by means of a closed circuit television link via the tower.

Mr. Wedgwood Benn said that there was a great growth in telephone traffic, trunk calls were increasing at a rate of about 17 per cent a year. He emphasized that the tower was the centre of a network linking the main cities of the country, television from the cities, data from business houses and telephone calls from all and sundry would be sorted in the complex equipment at the base of the tower. Signals would then be converted to radio frequencies in the tower and transmitted on their micro-wave beams by way of the intermediate stations up and down the country to the main cities of England, Ireland, Scotland and Wales; to the rest of Europe and to Goonhilly and thence by way of satellite to America and other parts of the world. It would ultimately provide for 150,000 telephone circuits and 40 television channels.

To meet the big problem of congestion in the telephone lines and cables it was decided some years ago, said Mr. Wedgwood Benn, that a nation-wide microwave system would be required, 'the tower is the heart of that system and has a vital role to play in the years that lie ahead'.

The public observation floors and the restaurant will not be open until some time next spring.

The Post Office tower. On the right is part of the £2¾ million Mercury Exchange which will handle trunk traffic coming into London via the Tower microwave system. The apparatus which occupies over an acre of floor space was installed by Ericsson Telephones Ltd., of the Plessey Telecommunications Group.

Work starts on new 150 acre industrial estate in NE

WORK STARTED on October 5 on a new privately developed 150-acre industrial estate at Eaglescliffe situated between Darlington and Stockton-on-Tees. The signal to start was made by Mr. Joe Slater, Assistant Postmaster General, by blowing a foreman's whistle from an observation tower. The scheme, which could eventually provide employment for 7,000 people, has the support of the North East Development Council, the Tees-side Industrial Development Board and the Durham County Planning Department.

Developed sites at Eaglescliffe will cost from £4,000 per acre, freehold, or to let on long leases. An architect and planner have been appointed to landscape the estate and design shops, a service station, canteen and medical centre. Thirty inquiries have been received from firms interested in opening factories on the estate, including two from the United States and one from Holland.

The site is in a development district and the financial benefits payable through the Board of Trade under the Local Employment Acts, 1960 and 1963 may be available to firms deciding to set-up units there. The principal benefits are a 25 per cent building grant, a 10 per cent plant and machinery grant and loan assistance, all of which are subject to a reasonable number of jobs being provided by the applicant firms.

Inquiries regarding sites should be made to Eaglescliffe Industrial Estates Limited, 74, Church Road, Stockton-on-Tees. (Tel. Stockton 65591).

New typewriter factory opened in Portmadoc, North Wales

A NEW typewriter factory was opened by Mr. Gronwy O. Roberts, Minister of State for Welsh Affairs, on October 7 at Portmadoc, North Wales. The new plant will manufacture portable typewriters for SCM Smith-Corona Ltd.

Smith-Corona Ltd., a subsidiary of the SCM Corporation, last year produced 80 per cent of the total export of portable typewriters manufactured in the United Kingdom. In addition to portable typewriters, the company also manufacture electric office typewriters and electrostatic document copiers at their main plant at West Bromwich, Staffs, of which the possible manufacture at the new Welsh plant has not yet been decided.

Paint factory to be built in Liverpool

PINCHIN JOHNSON AND ASSOCIATES LTD., the Courtaulds paint subsidiary announced on October 8 that they are to build a paint and resin factory at Aintree, Liverpool. The 15-acre site was formerly occupied by the British Enka Company, another Courtaulds subsidiary, and its redevelopment will begin immediately. The new factory will be on stream by October 1966.

Mr. W. Gerard Daroux, chairman of Pinchin Johnson and Associates, said that there would be work and opportunity for several hundred people at Aintree – in production, chemistry and management.

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

Mr. Douglas Jay, President of the Board of Trade addressing members of the Retail Credit Federation at their Golden Jubilee Banquet, in Scarborough, recently (see last week's Journal, page 808). *On the President's left are Mr. D. Noel Hair, retiring as the President of the Federation, and Mrs. Hair.*

New advisory body formed in New Zealand

MR. ALEXANDER ROSS, chairman of the Committee for Exports to New Zealand has announced in Auckland the formation of the 'New Zealand British Trade Committee', a new advisory body in New Zealand which will develop economic links with Britain. The new committee of prominent local businessmen will advise the UK committee on problems confronting British exporters to the New Zealand market, and on a broader front to work towards the development and strengthening of the economic relationship between New Zealand and Britain. The committee will work in close association with the British High Commissioner and the Senior British Trade Commissioner.

The chairman of the new ten-man committee is Mr. G. D. Stewart, chairman of the United Dominions Corporation (South Pacific) Ltd., and the National Mutual Life Association Limited.

BNEC Director-General appointed

In view of the continued growth in their activities the British National Export Council have appointed Mr. P. F. D. Tennant, as Director-General. In agreement with the Confederation of British Industry Mr. Tennant is to be released on January 1 next from his present duties as Special Adviser. Mr. Tennant was deputy Director-General of the former Federation of British Industries from 1963-65.

Mr. Ion Earle will from the same date become deputy Director-General.

Printing and Sale Branches of the Patent Office to go to St. Mary Cray

AS PART of the plans for dispersing certain Government Departments outside Central London, the Printing and Sale Branches of the Patent Office have moved from State House, High Holborn, W.C.1. and from 25 Southampton Buildings, Chancery Lane, W.C.2. to new offices at Block C, Station Square House, St. Mary Cray, Orpington, Kent. (Tel. Orpington (dial MM) 32111; telegrams: PATOFF, Orpington).

The Printing Branch is now in operation at the new building and the Sale Branch will be operational as from October 18, 1965.

A sales counter for the current week's and two previous weeks' Patent Office publications is being maintained in London at the present location at the Quality Court entrance of the Patent Office at 25 Southampton Buildings, Chancery Lane, W.C.2. Orders for earlier publications will be accepted at the counter for transmission to St. Mary Cray. The publications will then be despatched from St. Mary Cray direct to the customer's address or, if he so wishes, will be sent to London for personal collection.

Photocopies of foreign patent specifications, or of other works in the Patent Office Library, or of documents lodged in connection with Patents, Trade Marks and Designs applications, will continue to be available from the Patent Office Library or from the Branch concerned at 25 Southampton Buildings.

'Call Export Intelligence'

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

The Board of Trade's 'Call Export Intelligence' advertising campaign was resumed conjointly in sections of the National Press and the *Board of Trade Journal* of September 24. The resumption was decided upon following the success of the previous campaign which brought in many inquiries from all parts of the country and especially from the London and South Eastern region.

One of the major themes in the new campaign is the importance and availability of the fast accurate tariff information provided by the Board of Trade as a confidential personal service to British businessmen.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

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Marking of imported surgical, medical, dental and veterinary instruments and appliances; furniture; sterilizers and dentists' supplies

THE STANDING Committee appointed by the Board of Trade under the Merchandise Marks Act, 1926 will hold a public inquiry in Conference Room A, Board of Trade Offices, 1 Victoria Street, London, S.W.1, at 10.30 a.m. on October 29, 1965 to consider the manner of marking goods of the descriptions given below and whether such goods should bear an indication of origin at the time of importation as well as at the time of sale and exposure for sale in the United Kingdom:

> Instruments and appliances (including electro-medical and ophthalmic instruments) and furniture wholly or mainly of metal; orthopaedic and other appliances e.g. surgical belts, trusses, deaf aids, splints; artificial limbs and other parts of the body including teeth but excluding eyes; and sterilizers for instruments, utensils, fluids, dressings and other textiles. (Dentists' supplies are not included in the claim for marking on importation but are to be marked at the time of sale or exposure for sale.)

The Board of Trade announced on July 14, 1965 that they had received an application to vary the Merchandise Marks (Imported Goods) No. 4 Order 1928, Part IV and that they had referred the request to the Merchandise Marks Standing Committee.

Communications about the public inquiry should be addressed to the Secretary, Merchandise Marks Standing Committee, Board of Trade, Room 603, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2555).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 29.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.29	Potassium fluorosilicate	As in previous column	December 31, 1966	6757
29.35	Hexahydro*iso*nicotinamide	As in prevous column	December 31, 1966	2234
29.38	(+)-∝-Tocopheryl acetate.	*d* - alpha Tocopheryl acetate.	December 31, 1966	6749

Applications for reimposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the reimposition of import duty as from December 31 on the following items which are at present temporarily exempt from import duty:

Tariff heading	Description	Reference
29.02	1:4-Dichlorobutane	8849
29.04	3:7-Dimethyloctan-1-ol	8848
29.04	3:7-Dimethyloctane-1:7-diol	8847
29.22	Tranylcypromine sulphate	537
29.23	Caramiphen hydrochloride	8846
29.23	Caramiphen hydrogen ethane-1:2-disulphonate	8845
29.25	4-Allyl-2-methoxyphenoxyacetdiethylamide	3686
29.35	Trifluoperazine dihydrochloride	8873

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	August 17, 1965	
949,806	Josserand, R. F. C., and another	Symmetrical magnetic circuit for three-phase transformers.
	September 9, 1965	
820,687	Loblite Ltd.	Electrical plugs and sockets and adaptors.
830,539	Tomik, G. A.	Dispensing mechanism for dispensing ice cream, etc.
927,271	Coal Industry (Patents) Ltd.	Sampling apparatus.
986,642	Solvay & Cie.	Sulphohalogenated polymers and co-polymers.
	September 10, 1965	
833,000	Blaupunkt Werke GmbH	Printed circuits.
960,510	Stahlwerke Bruninghaus GmbH	Endless conveyors.
	September 16, 1965	
884,302	CIT Compagnie Industrielle des Communications.	Electronic selective devices.
939,985	Innernizzi, C.	Device for coating and sizing wires.
987,676	Basic Products Corporation	Power supply apparatus.
	September 20, 1965	
756,662	Coal Industry (Patents) Ltd.	Detecting carbon monoxide.
846,362	Italsider Societe per Azioni	Thin ferro-magnetic sheet of low coercive force.
896,810	Italsider Societe per Azioni	Protecting zinc against corrosion.
929,991	Coal Industry (Patents) Ltd.	Methane detectors.
955,963	Gevaert Photo-Producten NV	5-chlorobenzimidazole derivatives.
978,759	United States Steel Corporation	Production of iron in a blast furnce.
983,873	Glaverbel	Preheating a vitrifiable composition.
887,168	Italsider Societe per Azioni	Use of oxygen in open hearth furnaces for the production of steel.
	September 23, 1965	
900,259	Felten and Guilleaume Fernmeldeaulagen, GmbH.	Voltage regulation and current limitation circuits.
909,027	Wheeler, R. R.	Honing unit for rotary shavers.
909,728	Felten and Guilleaume Fernmeldeaulagen, GmbH.	Direct current load transferring device.
950,960	Gevaert Photo-Producten NV	Photographic process and print materials.
961,177	Gevaert Photo-Producten NV	Photographic process and print materials.
	September 27, 1965	
904,332	Gevaert Photo-Producten NV	Sensitized photographic emulsion and new sensitizing dyes.
920,731	United States Steel Corporation	Impact crusher.
928,500	United States Steel Corporation	Method and apparatus for determining the electrical properties of travelling steel strip.
955,009	Gevaert Photo-Producten NV	The manufacture of photographic colour images.
981,451	Gevaert Photo-Producten NV	New sensitizing dyes and sensitized photographic emulsions.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement of Patents Form No. 45 within two months after the date of the endorsement.

GORDON GRANT,
Comptroller-General.

Patent Office.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section (Her Majesty's Stationery Office), Room D.44, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

New Books

Multilateral Commercial Diplomacy, by Gerard Curzon (367 pages. Michael Joseph, 60s.) Among the many new international agencies which have become active since 1945, the General Agreement on Tariffs and Trade (GATT) is one which has aroused scarcely any interest or understanding among the public at large, in spite of the fact that its activities directly affect many aspects of the country's economy. It is for this reason that the first full-length study of the GATT since V.A. Seyid Muhammad's *The Legal Framework of World Trade* (Stevens, 1958), and only the second such study by an independent research worker to be published in the English language, is particularly to be welcomed. The major objective of the General Agreement is stated in its preamble to be the 'substantial reduction of tariffs and other barriers to trade, and ... the elimination of discriminatory treatment in international commerce'. Dr. Curzon, who is Associate Professor of International Economics at the Graduate Institute of International Studies, University of Geneva, opens the book with a brief historical survey of commercial policy since 1860, and an account of the institutional framework within which GATT operates. He then discusses the techniques and achievements of the series of negotiations for tariff reductions which have taken place since 1947, and devotes a chapter to tariff stabilization. However, the bulk of the problems with which GATT has had to deal have not been of the tariff kind; and the removal of certain non-tariff barriers to trade is dealt with in chapters on Quantitative Restrictions and Agriculture. The positive action that GATT has taken for the expansion of trade is examined in chapters dealing with Economic Regionalism, State Trading and Economic Development. The special problem of the under-developed countries' trade, and the shaping of commercial policy to aid development, have been increasingly important preoccupations of the Contracting Parties in recent years, as is evidenced by the adoption in November 1964 of a new Part IV of the Agreement on Trade and Development. Dr. Curzon does not set out to record all that GATT has done, or tries to do, but merely aims to show how GATT deals with some of the major commercial policy issues; and in the concluding chapter he attempts to evaluate the organization's achievements and shortcomings.

Corporation Tax, by S. Michael Young and John Silberrad (338 pages. Sweet & Maxwell, 35s.) This volume is a companion to the survey on the *Capital Gains Tax* by G. S. A. Wheatcroft (see *Board of Trade Journal*, September 24, 1965, page 676). Since United Kingdom companies will be chargeable to the new corporation tax in respect of the profits of their accounting year ending after April 5, 1966, the authors have produced this study at the earliest moment compatible with reasonably full treatment of the subject. The book breaks down into six parts: the first, the tax itself, its commencement, basis and scope. The second part covers income tax in relation to distributions – i.e., Schedule F, and topics associated with franked investment income. The third part deals with the special provisions relating to close companies, and the fourth with overseas aspects. Miscellaneous matters, such as exempt bodies dividend stripping, bond washing and various other anti-avoidance provisions, fall into the fifth part. The final part deals with small business and the merits and demerits of incorporation. The book concludes with a reprint of the relevant sections of the 1965 Finance Act.

Women Workers: Working Hours and Services, a survey in 21 countries by Viola Klein. (100 pages. Organization for Economic Co-operation and Development, Manpower and Social Affairs Directorate, Social Affairs Division. 15s., by post 15s. 7d., from HM Stationery Office and Government bookshops. Employment of Special Groups 1). This report is the author's summary of the replies of OECD member countries to a questionnaire on existing conditions in the employment of women with family responsibilities. Part I outlines the current position of women on the labour market, surveys the most important changes between 1950 and 1960, and defines the nature of the problems. Part II describes the present working hours and time-tables. Part III deals with services provided by local authorities and other organizations which may assist women workers in the discharge of their family responsibilities. Part IV discusses the average working week of employed women with family responsibilities. Part V considers the extent to which services are organized to cater for the large proportion of women who are at work during office and shopping hours. A final list of recommendations is given in the concluding chapter.

Glossary of Purchasing and Supplies Management Terms, compiled by H. K. Compton (160 pages. Purchasing Officers Association, York House, Westminster Bridge Road, London, S.E.1., 21s.). Containing some 1200 terms this useful glossary is a cumulation and revision of terms, the majority of which first appeared in supplements to the *Purchasing Journal*. The scope of the original plan has been expanded to include transportation, handling and packaging. Where necessary diagrams are used to amplify the text. The range of terms is wide and includes explanations of such topics as queuing theory and value analysis as well as the ordinary definition type of entry. In many cases the source of the definition or abbreviation is given and this is a useful feature that could well be extended in any future edition. A spot sample revealed some minor but irritating deficiencies, e.g. abbreviations are grouped separately at the beginning of each letter's section, but the entry for OEEC is in the body of the section on O with no reference to, or entry under, OECD; TRE (Telecommunications Research Establishment) has long since ceased to exist under this title, and in any case does not justify an entry in this work; the abbreviation BOL is used in the entry for 'Combined bill of lading', but no reference is made to this in the appropriate abbreviations section or in the entry for 'Bill of lading' as being an accepted abbreviation. The compiler expresses the hope that the present work may be used as the basis for a draft BSI glossary and the inconsistencies mentioned above could well be corrected at this stage.

Patent Protection: the Inventor and his Patent, by Clifford Lees (334 pages. Business Publications Ltd., 50s.). Aimed at the layman, this book explains the principles of patent law and its practical workings. The nature of inventions and patents and the intricacies and pitfalls that can be met in the patent application procedure are described. To illustrate his points the author has drawn on his own experience in the field of patent work and gives many practical examples. Advice is given on developing inventions, getting the most out of patent protection, selling and licensing patents, foreign patents, infringement actions and the abuse of monopoly.

Prefabrication, a History of its Development in Great Britain, by R. B. White (354 pages. 50s., by post 53s., from HM Stationery Office and Government bookshops). The Ministry of Technology has issued this volume as Special Report no. 36 in the series of National Building Studies, in which Government Departments publish information on matters of technical interest to the building industry. An historical appraisal of prefabrication in Britain is to a considerable extent a record of the work of Government and other committees, and these receive their due share of attention. The book is also a history of building innovations, written from the point of view of the architect and historian; technical details of building are avoided as much as possible, but references are given in the bibliographies to the sources of technical descriptions. The subject is approached by way of a review of attempts to define prefabrication and its aims. The definition accepted by the author is that prefabrication is 'a continuing trend, with many fluctuations, to manufacture always more of a building under a factory roof'. Examples are also included of non-traditional buildings which exhibit or which may have influenced prefabrication. The development of prefabrication is presented in a chronological narrative, in three main parts. The first deals with early examples up to 1914, and also examines the influence of housing legislation in this period on prefabrication. Part two takes the history to 1939, covering the experiments in the use of steel, concrete and timber for housing, flats and schools in the inter-war years. Finally, the story is continued up to 1962, with chapters on war-time committees, temporary and non-traditional houses, developments in Scotland, schools, buildings for agriculture and transport, and commercial developments with various materials. Appendices follow each part, and include a summary of prefabrication in the United States and Western European countries and descriptive lists of 158 systems of house construction. The book is illustrated with 100 photographs, and diagrams in the text. There is a general bibliography and a list of articles on prefabricated schools. A chronological index is provided, but there is no systematic subject index.

The purpose of **The Encyclopedia of Chemical Process Equipment,** edited by William J. Mead (xvi, 1065 pages. Reinhold Publishing Corporation and Chapman & Hall, $35) is to update and expand *Chemical Process Machinery* written by E. R. Riegel in 1953, and to correlate, describe, and illustrate the many classes of machinery, equipment and materials in use today in the various branches of the chemical process industry. The work consists basically of a collection of 170 papers in some depth, written by different authorities, on a number of types of chemical equipment, and arranged alphabetically with appropriate cross-references. There are more than 900 illustrations, including a great number of technical drawings, plans, diagrams and photographs. Special features include a survey of major groups of construction materials considered from the standpoint of their suitability in the manufacture of chemical machinery; a discussion of the minimization of corrosion by proper design; a section on the techniques to be employed in the cleaning and colour-coding of chemical equipment; and a number of articles dealing with safety devices and protective equipment.

Paint from Britain (11 pages. Free from the Export Group, Paintmakers Association of Great Britain Ltd., Prudential House, Wellesley Road, Croydon, Surrey). This booklet, and an accompanying colourful poster, are designed as export publicity for the British paint industry overseas. They seek to show, with the aid of many illustrations, the extent of British superiority in paint manufacture, and the continuing research into the properties and performance of paint that is carried on in this country.

Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
Oct. 21	Miscellaneous stores and equipment .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury, No. 32 Maintenance Unit, Royal Air Force, St. Athan, and Royal Air Force, Hereford.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053 and 4211).

This sale will include:

Clothing and equipment: Greatcoats, jackets, blouses and trousers, raincoats, khaki drill clothing, gaberdine jackets and trousers, woollen pullovers, socks and stockings, shirts and collars, pants and vests, string vests, aircrew drawers, cotton drawers, blue gym shorts, navy blue clothing, PVC jerkins, outer coats, duffel coats, cold weather clothing, groundsheets, lightweight flying suits, pressure waistcoats, flying gauntlets, airmen's caps and berets, woollen wristlets, cotton and terry towelling scarves, WRAF clothing, webbing equipment including packs and haversacks, kitbags, air travel bags, water bottles, steel helmets, etc.

Footwear: Black and brown ankle boots, mountain rescue boots, fur-lined flying boots, black leather flying boots, black boots and shoes, cold weather boots, immersion boots, knee boots, WRAF overboots, canvas shoes, clogs, etc.

Electrical equipment: Motors, generators, rectifiers, regulators, inverters and converters, transformers, armatures, batteries, cable, various lamps, electric fans, various meters, and a large quantity of small spares.

Cameras and photographic equipment: Aircraft cameras of various types, ground cameras, Supermatic cameras, Cambridge thermometer regulators, film driers, negative graders, analyzers, glazing drums, enlargers, epidiascopes, episcopes, magnifiers, photocell assemblies, various lenses, film and bromide paper, and miscellaneous equipment.

Office and barrack furniture: Wooden and steel cupboards and filing cabinets, Windsor, Suffolk and Bentwood chairs, tubular stacking chairs, typists' chairs, fireside, easy and armchairs, ladderback chairs, oak and mahogany drop leaf tables, office tables, folding and collapsible tables, light oak wardrobes, sideboards, bureaux, dressing chests and dressing tables, airmen's wardrobes and lockers, school desks, etc.

General stores: Ball and roller bearings, aircraft wheels, fuel pumps, hydraulic equipment, actuators, minilift hoists, rubber dinghies, towing arms, four-wheel transporter chassis, fibreglass cowlings complete with wooden cases, cable reels, and a large quantity of miscellaneous spares.

To be sold at No. 25 Maintenance Unit, Royal Air Force, Hartlebury, but lying at No. 32 Maintenance Unit, Royal Air Force, St. Athan:

Windsor, Suffolk and Bentwood chairs, fireside, easy and armchairs, office and dining chairs, ladderback chairs, oak drop leaf tables, office and other tables, cupboards and lockers, steel and wooden filing cabinets, workshop desks, benches, oak school desks, oak dressing chests, etc.

Also to be sold at No. 25 Maintenance Unit, Royal Air Force, Hartlebury, but lying at Royal Air Force, Hereford:

Windsor and Suffolk chairs, tubular stacking chairs, fireside, easy and armchairs, dining chairs, typists' chairs, folding and collapsible tables, office tables, oak dining tables, mahogany drop leaf tables, wooden and steel cupboards, filing cabinets and card index cabinets, oak bookshelves, light oak wardrobes, bureaux, sideboards, dressing chests and dressing tables, oak chests of drawers, airmen's wardrobes and lockers, Burco boilers, mattresses, carpets, etc.

Nov. 11	Miscellaneous stores and equipment .	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd. (AFD1), Botchergate, Carlisle. (Tel. Carlisle 26292/3).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

Nov. 11 .	23·215 acres of land and buildings formerly part of Royal Air Force Station, Barnham, including three large concrete buildings 191 ft. x 60 ft. each, and numerous other Seco and concrete buildings, total floor 55,000 sq. ft. approx. The whole suitable for industrial, storage or warehousing purposes subject to the necessary planning permission.	Royal Air Force, Barnham, Nr. Thetford, Norfolk. Thetford 2 miles, Bury St. Edmunds 12 miles.	Messrs. O. E. Griffiths, Auctioneers, Rothsay House, 124 High Street, Newmarket. (Tel. Newmarket 2054/5).

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
Nov. 3	MT spares; hand tools; miscellaneous engineering supplies; clothing; furniture; kitchen and hardware; six outboard motors (Evinrude).	Command Ordnance Depot, Kinnegar, Holywood, Co. Down.	Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. Belfast 20233).
Nov. 9	Industrial equipment and surplus stores including:	Northern Command Ordnance Sub-Depot, Barlow, Leeds, Yorks.	Bartle & Son (Dept. L), 50 and 52 Merrion Street, Leeds, 2. (Tel. Leeds 20898).

Lathe, drilling, grinding and welding equipment; engineers' tools; tool kits; hand tools; MT assemblies and spares; electrical, signal and wireless equipment and spares; gauges; towing and lifting equipment; cable; metals; paint; ironmongery; compressors; steel racking; office and household furniture; tents; canvas; curtains; wool and cotton cloth rags; packing cases, etc.

Nov. 16	Machine tools; laboratory equipment, chemical glassware; radio and electrical equipment and spares; clothing; groundsheets; mattresses; blankets; raincoats; suitcases; kitchenware; haversacks and packs; old tentage.	Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).

Catalogues for the sales shown above may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

TENDERS

Ministry of Defence (Naval)

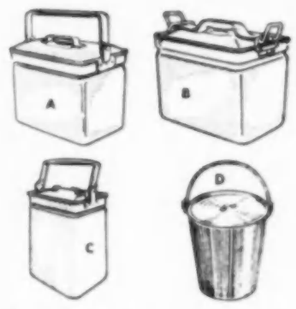
BAKERY MACHINERY

Sealed Tenders will be received until 3 p.m. on Friday, 29th October, 1965, for purchase of the contents of the Naval Bakery, Vittoriosa Wharf, Malta. The equipment comprises Blender, Mixer, Moulder, Prover, Tempering Tank, Rotary Oven, etc., together with Motor Driven Conveyer System, and associated electrical gear, shafting and trunking.

It will be sold as one lot and the successful tenderer will be responsible for dismantling and removing all items.

Details of the machinery and plant, Forms of Tender and Conditions of Sale can be obtained on application to Director of Contracts (Naval), C.P.88, H.M. Nava Base, Malta, quoting Ref. N/C.P.88/64365.

Neither the highest nor any tender will necessarily be accepted



STAINLESS STEEL CONTAINERS

ALL at 75/- each plus carriage 5/- each

A & B 16" x 11" x 11" 6 gallon capacity. C & D 3 gallon capacity
A B C are ex WD. C is unused. D is brand new. A B & C have locktight antisplash lids, D lid is optional extra 25/-.

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A superb receiver with full short-wave coverage

The Eddystone 'EC10' transistorised communications receiver gives a wide range of listening interest. It has complete coverage through from medium waves to 10 metres and, with its high sensitivity, enables stations over long distances to be received. The 'EC10' is small, compact, and ready for use anywhere. A battery unit is fitted as standard, and a mains unit is also available. Robustly constructed in two-tone grey cabinet.

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IMPORTANT PLANT AND VEHICLE SALE
CRANFIELD AIRFIELD, BEDFORD

WALKER, WALTON & HANSON

in association with

W. & H. PEACOCK

will SELL BY AUCTION *on*

Wednesday, 20th October, 1965

CIVIL ENGINEERING AND QUARRY MINING PLANT, SPARES, TYRES, MOTOR VEHICLES, TRAILERS, AGRICULTURAL MACHINERY AND IMPLEMENTS, SECTIONAL BUILDINGS, ETC,

including

EXCAVATORS by PRIESTMAN ('WOLF', 'PANTHER'), LOADING SHOVELS by ALLIS CHALMERS (HD6G), CASE ('420', '1000'), INCHGREEN, INTERNATIONAL and JCB; CRAWLER TRACTORS, ANGLEDOZERS and BULLDOZERS by CATERPILLAR, INTERNATIONAL ('BTD6', 'TD9') and TRACK MARSHALL; MOBILE CRANES by COLES, TAYLOR 'JUMBO' (HYDRAULIC), etc.; TOWER CRANES by BUILDMASTER, REICH 675 DRILLING RIG; FORK LIFT TRUCKS, DUMPERS by AUTO LIFT, BENFORD and THWAITES; BATCHING PLANT and WEIGH BATCHERS, BARBER GREENE ASPHALT FINISHERS, CONCRETE FINISHERS and JOINT CUTTERS; CONCRETE MIXERS, DIESEL LOCOMOTIVES, FIRE PUMP TRAILERS, SKIPS, REFRIGERATION UNITS.

also

NEW STEEL FRAMED BUILDING 275ft. x 180ft. x 16ft. to eaves; SECTIONAL TIMBER BUILDINGS.

and

COMPRESSORS (including INTERNATIONAL/BRISTOL TRACTOR MOUNTED COMPRESSOR), GENERATORS, PUMPS, WINCHES, ENGINES, WELDING SETS, JACKS (4-20 tons); 200 TYRES and WHEELS, 150 BATTERIES and CHARGERS, MACHINE and HAND TOOLS, MICROMETERS, ELECTRIC MOTORS by BROOKES and ENGLISH ELECTRIC.

also

SPARES by AUSTIN, CATERPILLAR, CHEVROLET, EUCLID, FERGUSON, FORD, FOWLER, MORRIS, WHITE, etc.; CATERPILLAR TRACK PIN PRESS, FUEL PUMPS and INJECTORS, SPARKING PLUGS, GEAR OIL, CANVAS SHEETS, PAINT.

and

LOW LOADING UNITS, TRUCKS and VANS by AUSTIN, COMMER, MORRIS and THAMES, ERF TRACTOR UNIT, LOW LOADING, BOX VAN and PLATFORM TRAILERS, DOUBLE DECKER BUSES, SALOONS.

also

AGRICULTURAL MACHINERY and IMPLEMENTS

SALE TO COMMENCE AT 10.30 a.m.

FOR VIEWING DATES AND TIMES SEE CATALOGUE

Catalogues may be obtained from the Auctioneers' Offices:
WALKER, WALTON & HANSON, DEPT. C.5,
BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM.
Telephone: Nottingham 54272 (10 lines).

W. & H. PEACOCK, DEPT. C.5,
10 LIME STREET, BEDFORD.
Telephone: Bedford 66366 (4 lines).

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
								Selected components					Selected components		
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings	Total	Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958				
Value in base year, £m.	20,085	—	16,050	15,373	15,373	9,074	3,478	922	688	591	1,205	series shown in £ million			
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	114	115	127	123	114	100	128	119	131	141	124	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	133	+177	+ 89	+29	+55
1964	124	128	145	139	123	106	153	121	164	184	152	+482	+332	+44	+47
1963															
4th quarter	122	124	139	133	121	105	142	109	151	168	145	+121	+ 61	+23	+35
1964															
1st quarter	123	127	142	136	123	105	146	116	156	178	143	+ 87	+ 79	+ 2	+ 3
2nd quarter	124	128	143	137	122	105	152	121	155	184	155	+164	+126	+ 5	+12
3rd quarter	124	128	146	140	123	106	155	121	169	187	153	+123	+ 77	+ 6	+17
4th quarter	126	130	147	142	125	107	159	128	174	186	156	+108	+ 50	+31	+15
1965															
1st quarter	128	132	151	146	127	108	159	138	162	187	161	+ 56	+ 49	—11	+11
2nd quarter		131				106		127	164				+ 83	—15	+ 6
1965															
February	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
March	..	131	..	..	..	109	..	..	..	..	..	..	..	..	..
April	..	131	..	..	..	107	..	..	..	..	..	..	..	..	..
May	..	132	..	..	..	107	..	..	..	..	..	..	..	..	..
June	..	130	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IM-PORTS	EX-PORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956							1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—	series shown in thousands						3,836	3,250	
1960	120	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—273
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	502	+ 83	..	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	362	—140	..	221	+77	..	149	136	—412
1963																
4th quarter	136	117	122·1	+2·1	106·1	121·8	143·3	450	+ 22	+50	157	Nil	—34	137	133	+ 6
1964																
1st quarter	141	121	123·2	+1·5	107·9	123·2	146·0	445	— 5	+42	182	+25	— 5	146	135	— 78
2nd quarter	148	124	125·5	+2·8	107·8	124·2	147·7	355	— 90	—58	230	+48	+33	148	135	—104
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	311	— 44	—34	242	+12	+ 6	148	134	—127
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	336	+ 25	+50	228	—14	—34	149	139	—103
1965																
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·6	353	+ 17	+42	233	+ 5	— 5	143	141	— 27
2nd quarter	166*	127*	132·0	+5·2	111·0*	129·0*	155·8	293	— 60	—58	288	+55	+33	152	141	— 52
3rd quarter														152*	147*	
1965																
February	166	122	128·7	+4·5	109·8	128·3	153·6	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March	169	121	129·1	+4·4	110·0	128·8	154·5	341	— 15	—19	249	+20	+10	147	143	..
April	166*	123*	131·6	+5·5	110·9	128·9	155·3	313	— 28	—20	274	+25	+14	149	143	..
May	166*	123*	132·1	+5·1	111·3	129·2	156·0	297	— 16	—23	287	+13	+ 9	157	140	..
June	166*	127*	132·4	+4·9	110·7	129·3	156·7	268	— 29	—33	302	+15	+13	148	139	..
July	166*	126*	132·4	+4·9	110·5*	129·5*	159·4	264	— 4	—15	296	— 6	+ 3	152	154	..
August			132·7	+4·7	110·1*	129·6*	159·8	279	+ 15	+10	282	—14	— 9	157	144	..
September					110·6*	129·7*		287	+ 8	+11	275	— 7	— 7	149*	143*	

† Not seasonally adjusted. * Provisional.

United Kingdom trade in September

Summary

EXPORTS IN September were well maintained and the recent run of figures leaves no doubt that there has been a marked rise in exports in recent months. Imports fell back sharply last month from the high August total and in the third quarter they were little more than in the second quarter. The trade deficit was markedly lower in September and in the third quarter as a whole it was much the same as the rate in the first half year.

Trade Balance

The trade deficit in September fell sharply to £23 million, seasonally adjusted. The average for the third quarter was £27 million a month, much the same as the average in the first half of this year and little more than half the rate of £45 million a month during 1964.

Exports

Exports in September were £388 million, seasonally adjusted. Whilst there must be some uncertainty about the seasonal influences in individual months this summer with the change in the August Bank Holiday, the figures for the third quarter as a whole, at an average of £399 million, show that there has been a marked rise in exports in recent months. The average for the third quarter is nearly 5 per cent above that for the preceding three months, and brings the rate for the first nine months of the year to 5½ per cent above the average for 1964.

The main growth in exports in the last three months has been to North America, where exports to the United States continued strongly upwards, while those to Canada showed a sharp recovery after falling back in the second quarter. In the Overseas Sterling Area, the recovery from the fall in the second quarter in exports to Australia and New Zealand helped to lift the total to just above the previous peak reached in the early months of this year.

Exports to EEC countries and to EFTA have shown little change in the last three months. Exports to other Western European countries and to Soviet Eastern Europe have been expanding strongly and there has been some recovery in exports to Japan.

In the commodity pattern of exports, the recent growth has been widely based. One of the main increases has been in machinery, though transport equipment has also risen sharply, mainly due to increased deliveries of ships and aircraft. Exports of metals and manufactures of metal have shown a further advance and there has been a sharp increase in exports of the beverages and tobacco group. In September there was an erratic fall in exports of precious stones (which depressed the total for 'other manufactures').

Imports

Imports in September decreased sharply to £475 million, seasonally adjusted. The monthly figures have fluctuated widely this year, however, and the precise direction of the trend in recent months is uncertain, though apparently it has been almost level in the last two quarters. In the third quarter, imports averaged £487 million, seasonally adjusted, very little more than the average of £485 million for the second quarter, but 3 per cent higher than the rate for the first half year as a whole. Over the first nine months of this year they have averaged less than a half per cent more than the monthly rate in 1964.

Although imports increased only a little in total between the second and third quarters (on a seasonally adjusted basis), there were varying trends among the main commodity groups. Imports of basic materials did not change much, and the values of fuel imports and of semi-manufactures other than chemicals were lower. Against this, there were increases in chemicals, in all three classes of food, beverages and tobacco, and in finished manufactures. The sharp rise in the latter category, which showed signs of easing in September, no doubt reflects partly the aftermath of the reduction in the import charge. The increases affected a number of manufactured products, with imports of machinery and transport equipment rising a little faster in the third quarter than before and imports of mainly consumer goods increasing after previously falling.

There has been a continued increase in imports from Western Europe in recent months, mainly from Common Market countries, but imports from the sterling area and North America have been lower.

Notes:

A copy of the complete article on United Kingdom Trade in September (i.e. with further tables and charts) will appear in next week's *Board of Trade Journal* dated October 23.

Trade Balance

The figures for the trade balance are on a balance of payments basis and are estimates and are liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap', which being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments for example, in allowance for goods not covered by the Trade Accounts.

United Kingdom trade

TABLE 1 (A)
TOTALS
Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1964 1st quarter	367	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	476	14	—51
4th quarter	377	478	13	—41
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—40
3rd quarter*	399	487	15	—27*
1965 April	387	477	13	—30
May	379	501	13	—57
June	376	472	14	—34
July	418	485	17	— 5*
August	391	501	15	—53*
September*	388	475	14	—23*
1965 April-June	381	485	13	—40
July-September*	399	487	15	—27*

* Provisional estimates.

TABLE 1 (B)
TOTALS
Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	474·4	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	383·2	484·9	13·3
1965 1st quarter	373·9	464·8	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter*	380·6	477·3	14·0
1965 July	419·4	495·3	15·6
August	355·5	454·2	12·8
September*	366·8	482·3	13·5

* Provisional estimates.

Industry's investment intentions for 1965 and 1966

COMPANIES CONTRIBUTING to the Board of Trade's regular quarterly inquiry into capital exenditure supplied forecasts during August and September of their expected capital expenditure in the years 1965 and 1966. Earlier forecasts, supplied at the end of last year, had suggested that private industry (manufacturing industry together with the distributive and service trades) was expected to spend on capital account about 10 per cent more in 1965 than in 1964 and that intentions for 1966 were about the same as, or possibly somewhat greater than those for 1965. The 'qualitative' inquiry in May 1965 (published in the *Board of Trade Journal* of July 9, 1965) did not provide evidence of any significant change in companies' plans.

The latest forecasts for 1965 indicate that companies in manufacturing industry envisage little change from previous intentions; the expected increase in expenditure between 1964 and 1965 is still about 10 per cent. Companies in the distributive and service trades, however, now seem to be expecting expenditure at a lower level than previously estimated; the increase between 1964 and 1965 suggested by the latest forecasts is about 5 per cent.

For 1966 contributors' forecasts in both the manufacturing and the distributive and service sectors suggest that, on present plans and intentions, capital expenditure may be at, or a little above, the level of 1965.

Expected expenditure in 1965

Capital expenditure for manufacturing industry for 1965 was first estimated on the basis of forecasts returned at the end of 1963; at that time asking contributors for forecasts so far ahead was an innovation and, since no precise interpretation was possible, all that could be said was that 1965 expenditure was expected to exceed that of 1964. Subsequent forecasts, provided in August/September and in November/December 1964 suggested that investment in 1965 would be about 10 per cent more than in 1964 and the latest forecasts support this view. In the light of actual expenditure in the first half of this year an increase for the year as a whole of the magnitude now estimated seems quite probable. In most industry groups increases over 1964 are expected except in the metal manufacturing (primarily iron and steel) and in mineral oil refining; a large increase is expected for the chemicals industry; in the motor vehicles industry the increase expected is now somewhat smaller than was estimated on the basis of previous forecasts.

In August/September 1964 expenditure for 1965 in the distributive and service industries was foreseen as being roughtly about 10 per cent more than in 1964, and in November/December 1964 no change from this was suggested. However, the latest plans of businesses for 1965, submitted in August/September this year suggest a smaller increase than had earlier been estimated – about 5 per cent between 1964 and 1965. This increase, estimated from companies' forecasts, does not seem wholly consistent with the level or falling trend of actual expenditure up to the second quarter of this year (in the seasonally adjusted series). Irregularities in the quarterly series as well as uncertainties in interpreting companies' forecasts may be factors contributing to this apparent inconsistency.

Expected expenditure in 1966

The inquiry also obtained from contributors forecasts of their expected capital expenditure in 1966. Forecasts for expenditure in 1966 had already been given in November/December last year, but, as was explained at that time, the information could be used only to indicate very broadly that industry's plans and intentions for investment in 1966 were as great as, perhaps somewhat greater than, those for 1965. The latest inquiry does not allow a much more precise interpretation of industry's views; companies' present plans and intentions still appear to suggest a level of expenditure in 1966 about the same as that of 1965. For manufacturing industry a small increase, up to 5 per cent, appears to be indicated: for the distributive and service trades, whose forecasts have not in the past provided as good a guide to acutal expenditure as have manufacturers' forecasts, it is not possible to add anything to the broad statement that, on present plans and intentions, their capital expenditure in 1966 will not differ much from that of 1965. In the manufacturing field, increases appear to be expected mainly in the motor vehicles and the mineral oil refining industries. It must be noted, however, that companies' forecasts for 1966, being made several months before the period of expenditure, can be substantially revised upwards or downwards as time passes.

Inquiry into the wholesale trades

A LARGE SCALE statistical inquiry covering the wholesale trades will be undertaken in 1966 in respect of business done in 1965, as part of the annual inquiry into the Distributive and Service Trades.

Information will be obtained from businesses engaged in Wholesale Distribution, and Dealing (wholesale or retail) in Coal, Builders' Materials, Grain and Agricultural Supplies, Industrial Materials, and Machinery regarding stocks, capital expenditure, turnover, manpower and transport costs.

The inquiry will provide information about the demands made on our resources for capital expenditure and stock building. Short term changes are measured by using returns made voluntarily each month or quarter by some firms but many cannot provide information so frequently and this inquiry is taken each year to cover a broader range of businesses. The inquiry to be taken in 1966 will be more detailed than the normal inquiry since additional questions will be asked in order to provide information about consumer expenditure, manpower and transport costs. Further information about the inquiry including details of questions to be asked may be obtained in writing or telephoning to the Board of Trade, Census Office, Lime Grove, Eastcote, Ruislip, Middlesex. (Tel. Pinner 8771, Ext. 227).

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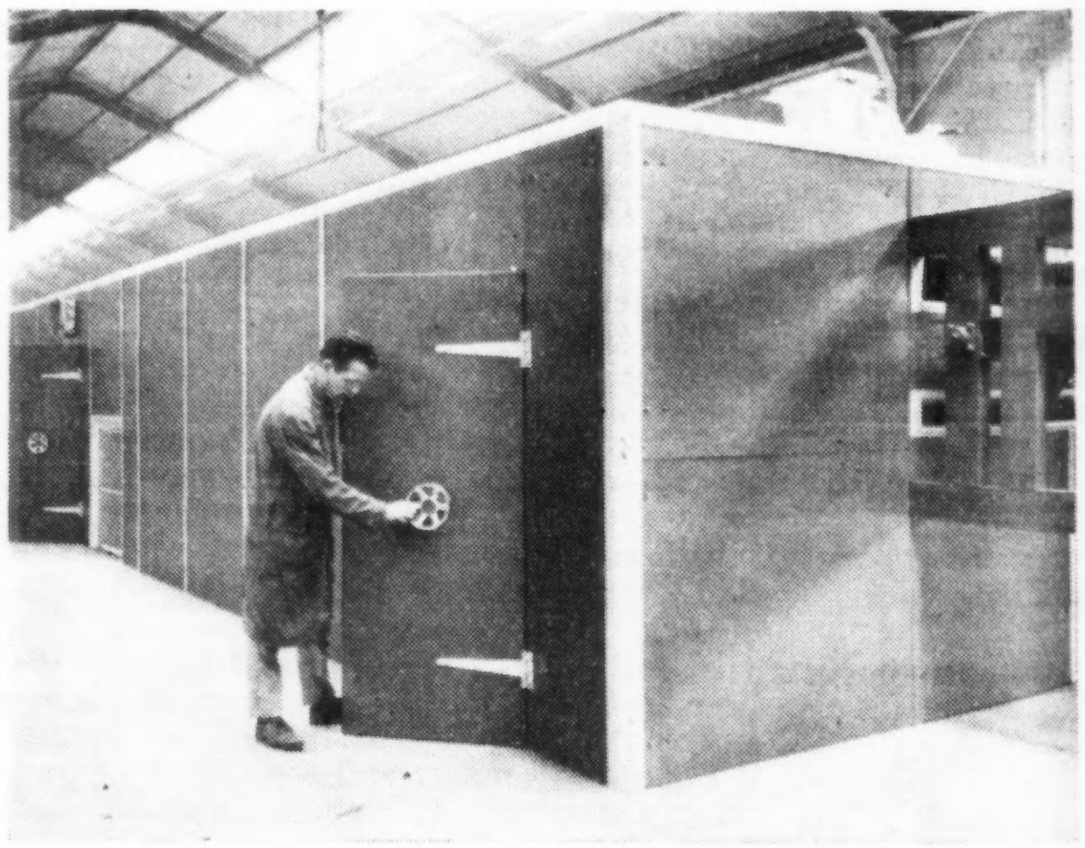
OVENS EXPORTED TO FIVE COUNTRIES



A Singer Cobble Ltd., 100 ft. long latex coating and curing oven destined for Germany, on which it is estimated a week's work was saved by using Stelvetite pvc-coated sheet steel instead of steel requiring a paint treatment. In recent months Stelvetite-clad ovens have been exported to South Africa, Beirut, Iceland and Ireland.

WHOLESALE PRICE INDICES

Small increase in output prices in the third quarter

THE RISE in output prices has slowed down in the last few months The index (which is still provisional, and liable to revision when more quarterly information is received) rose only a little in the third quarter. In the food sector prices continued the decline which began in the second quarter but the index for the non-food sector continued to rise although only slowly.

Materials' prices rose in September and reversed part of the downward drift over the previous four months. For the third quarter as a whole, however, materials' prices were about ½ per cent lower than in the second quarter. Most of the fall was in the food sector where the decline since the beginning of the year continued, giving a fall of about 5 per cent, since the first quarter. There was a small reduction in the non-food sector.

Materials and fuel used in broad sectors of industry

The index numbers for the broad sectors of non-food industries, other than chemicals, were all higher in the third quarter than in the second quarter. Though the increases for the paper industries and for the mechanical engineering industries were only marginal. Prices of materials and fuel used in the chemicals group of industries were 1 per cent down on the previous quarter. The apparent conflict between the fall in the overall index for basic materials and fuel and further rises in most of the broad sectors arises from differences in coverage. The sector index numbers include prices of many series of intermediate products bought from other sectors of industry, whereas the overall index covers purchases only from outside manufacturing industry, and therefore is based almost entirely upon price movements of mostly imported materials, plus some indigenous crude materials.

Prices of materials used in construction and in housebuilding continue to rise.

Output of broad sectors of industry

The slowing down in the rise in output prices was reflected in each of the index numbers of the broad sectors of industry separately distinguished in Table 2. The exception was the timber industries, which rose more in the third quarter than in the previous quarter. The chemicals index fell back to about the level of the previous quarter. All index numbers were higher than a year earlier, the largest increases being in the timber industries and in the paper industries.

The provisional index of the cost of new construction was unchanged in the third quarter, some 3 per cent up on a year earlier.

1. Materials purchased by broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1964		1965			1964	1965							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Sept.	Feb.	Mar.	April	May	June	July	Aug.	Sept.
Orders III to XVI	Basic materials and fuel used in manufacturing industry.	107·0	108·2	107·7	107·6	106·9*	107·2	107·6	107·7	108·0	107·6	107·2	106·9*	106·6*	107·2*
	Basic materials	102·9	104·3	103·3	103·2	102·4*	103·1	103·2	103·3	103·6	103·3	102·8	102·6*	102·0*	102·6*
	Fuel	138·1	138·4	141·2	141·1	141·8*	138·4	141·4	141·4	141·4	140·9	141·6	141·6*	141·8*	141·9*
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	108·6	109·9	109·7	110·9	110·4*	109·1	109·8	110·0	110·9	111·3	110·7	110·5*	110·1*	110·6*
	Basic materials other than fuel	103·5	104·9	104·2	105·7	104·9*	104·0	104·2	104·5	105·5	106·1	105·5	105·0*	104·6*	105·1*
211 to 229	Materials and fuel used in the food manufacturing industries.	103·7	105·4	104·8	102·2	100·6*	103·3	104·6	104·1	103·4	101·6	101·5	100·6*	99·9*	101·2*
263 to 277	Materials and fuel used in the chemicals and allied industries.	111·7	113·2	114·8	116·7	115·5*	111·8	114·8	116·2	116·6	116·9	116·6	116·4*	115·4*	114·7*
331 to 349 (excluding 342)	Materials and fuel used in the mechanical engineering industries.	135·5	137·7	138·6	140·4	140·6*	136·1	138·7	139·0	139·9	140·6	140·7	140·4*	140·6*	140·9*
361	Materials and fuel used in the electrical machinery industry.	125·2	127·8	128·9	130·8	131·2*	125·9	128·9	129·3	130·0	131·1	131·3	131·0*	131·1*	131·4*
Order X	Materials and fuel used in the textile industries	97·8	95·6	93·6	93·8	94·3*	97·6	94·0	93·0	93·8	94·0	93·6	94·2	94·1*	94·5*
Order XIV	Materials and fuel used in the timber industries	115·3	117·4	119·4	119·8	120·4*	115·7	119·5	119·5	119·7	119·9	119·9	120·3*	120·4*	120·4*
Order XV	Materials and fuel used in the paper industries	110·1	111·4	114·9	115·0	115·2*	110·3	115·0	115·0	115·0	114·9	115·0	115·4*	115·1*	115·1*
Order XVII	Construction materials	126·1	127·6	128·8	130·3	130·9*	126·4	128·9	129·2	130·2	130·3	130·3	130·8*	130·9*	131·0*
Part of Order XVII	House building materials	126·5	128·2	129·8	131·5	132·2*	126·8	129·9	130·1	131·2	131·5	131·7	132·1*	132·2*	132·3*

*Provisional figure.

(Tables continued on next page)

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WHOLESALE PRICE INDICES, *continued*

2. Output of broad sectors of industry—1954=100

(monthly averages)

1958 Standard Industrial Classification Minimum List Headings		1964		1965			1964	1965							
		3rd Qtr.	4th Qtr.	1st Qtr.	2nd Qtr.	3rd Qtr.	Sept.	Feb.	Mar.	April	May	June	July	Aug.	Sept.
Orders III to XVI	All manufactured products: Total sales	123·9	124·9	126·5	128·4	128·8*	§124·2	126·4	126·9	128·0	128·5	128·6	128·8*	128·7*	128·8*
	Home market sales	124·7	125·8	127·5	129·8	130·1*	§125·0	127·5	127·9	129·4	129·9	130·0	130·1*	130·1*	130·2*
Orders IV to XVI	Products of manufacturing industries, other than food, drink and tobacco: Total sales	124·1	125·1	126·9	127·7	128·2*	§124·4	126·9	127·4	127·4	127·8	127·9	128·2*	128·2*	128·3*
	Home market sales	125·0	126·3	128·3	129·2	129·6*	§125·4	128·3	128·8	128·9	129·2	129·3	129·5*	129·6*	129·7*
211 to 229	Products of the food manufacturing industries: Home market sales	118·2	119·5	120·8	120·3	119·9*	118·0	120·8	121·1	120·5	120·2	120·2	120·2*	119·5*	120·0*
263 to 277	Chemicals and allied industries: Total sales	105·6	106·5	107·9	108·3	108·0*	105·9	108·1	108·3	108·3	108·3	108·2	108·1*	107·9*	107·9*
	Home market sales	107·1	108·1	109·4	109·7	109·3*	107·3	109·5	109·7	109·7	109·8	109·7	109·4*	109·3*	109·3*
311 and 312	Iron and steel industries: Total sales	129·5	129·8	130·2	131·7	132·1*	129·6	130·2	130·5	131·4	131·8	131·8	132·1*	132·1*	132·1*
	†Home market sales	134·3	134·6	135·3	136·7	137·2*	134·4	135·4	135·4	136·4	136·9	136·9	137·2*	137·2*	137·2*
Order X	Textile industries other than clothing: Total sales	110·5	111·3	111·4	111·7	111·5*	110·9	111·4	111·4	111·7	112·0	111·5	111·3*	111·5*	111·8*
	Home market sales	108·3	109·0	109·4	109·8	110·2*	108·6	109·4	109·4	109·7	110·1	109·5	109·8*	110·1*	110·6*
Order XII	Clothing and footwear: Home market sales	112·9	113·1	114·1	115·1	115·7*	113·0	114·2	114·7	114·3	115·2	115·3	115·6*	115·7*	115·9*
Order XIV	Timber industries: Home market sales	117·5	119·0	121·1	121·7	122·9*	117·9	121·0	121·4	121·4	121·8	122·0	122·4*	123·0*	123·2*
481 to 483	Paper industries: Home market sales	114·3	115·4	118·3	118·7	118·9*	114·4	118·5	118·6	118·6	118·7	118·7	118·7	118·7*	119·4*
Order XVI	New constructiona‡	129	131	132	133	133*	128		132			133			133*

* Provisional figure. † The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡ Index of building costs figures relate to average for the quarter. § Revised figure.

(*Tables continued on next page*)

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday October 8, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 27: *The Needles Point the Way*	Br/E 30722	9	October 4	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
The Symphony Orchestra	Br/E 30723	8	October 4	Halas & Batchelor Cartoon Films Ltd.	Halas & Batchelor Cartoon Films Ltd.
The Palm Court Orchestra	Br/E 30724	7	October 4	,, ,,	,, ,,
Professor Yaya's Memoirs	Br/E 30725	8	October 4	,, ,,	,, ,,
The Music Academy	Br/E 30726	8	October 4	,, ,,	,, ,,
The Vacuum Cleaner	Br/E 30727	8	October 4	,, ,,	,, ,,
The Maestro	Br/E 30728	7	October 4	,, ,,	,, ,,
Birds, Bees and Storks	Br/E 30729	5	October 4	,, ,,	,, ,,
Mister Lewis	Br/E 30733	16	October 6	Antony Balch Films Ltd.	Malcolm Craddock Films Ltd.
The Forth Road Bridge	Br/E 30734	56	October 6	Random Film Productions Ltd.	Random Film Productions Ltd.
The Nanny	Br/E 30735	93	October 6	Warner-Pathe Distributors Ltd.	Hammer Film Productions Ltd.
Green to Glory	Br/E 30736	22	October 7	,, ,,	Associated British-Pathe Ltd.
Personal and Confidential	Br/E 30738	30	October 8	,, ,,	Merton Park Productions Ltd.
Pathe News 65-80	Br/E 30478	8	October 8	,, ,,	Associated British-Pathe Ltd.
Pathe News 65-81	Br/E 30479	8	October 8	,, ,,	,, ,,
Movietone News 1895A	Br/E 30398	7	October 8	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1896	Br/E 30399	7	October 8	,, ,,	,, ,,
			FOREIGN		
7 Faces of Dr. Lao	F 30717	99	October 4	Metro-Goldwyn-Mayer Pictures Ltd.	Galaxy Productions Inc.
Of Feline Bondage	F 30718	6	October 4	,, ,,	Metro-Goldwyn-Mayer Inc.
Once a Thief	F 30719	106	October 4	,, ,,	Compagnie Internationale de Productions et de Realisations Artistiques, Paris, and Nelson Engel Productions, California.
The Merry Wives of Windsor	F 30720	97	October 4	British Home Entertainment Ltd.	Norman Foster Productions, Vaduz, Lichtenstein.
The Naughty Bird	F 30721	22	October 4	,, ,,	Hungarafilm Vallalat, Budapest.
Operation C.I.A.	F 30730	77	October 6	Warner-Pathe Distributors Ltd.	Allied Artists Pictures Corporation.
The Walls of Hell	F 30731	88	October 6	,, ,,	Hemisphere Pictures Inc.
Yoyo	F 30732	97	October 6	Bargate Films Ltd.	La Societe C.A.P.A.C., Paris.
Have Another Bier	F 30737	79	October 8	Antony Balch Films Ltd.	Ardennes Films, Transiter Films, Cocinor, Paris, and Film Columbus, Rome.

3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are. The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 19, 1965. (monthly averages)

	1964	1965			
	Sept.	Mar.	July	Aug.	Sept.
Coal†	153·6	159·0	152·0	152·0*	154·0*
Slates	172·5	172·5	183·9	183·9	183·9
Salt	110·7	111·0	110·7	110·7	110·7
Flour	119·3	117·5	117·3	117·3	117·3
Sugar, refined	130·4	127·0	§109·4	§108·4	112·5
Chocolate and sugar confectionery	108·4	111·0	111·1	111·2*	111·4*
Beer	117·3	119·3	126·9	126·9*	126·9*
Tobacco and cigarettes	139·3	139·3	154·6	154·6	154·6
Hard coke	164·0	177·0	177·0	177·0	177·0
Motor spirit, standard grade (including duty)	109·4	122·7	122·7	122·7	122·7
Medium fuel oil (950 secs.)	138·9	138·9	138·9	138·9	138·9
Lubricating oils and greases	129·5	128·9	128·9	128·9	128·9
General chemicals	100·5	101·1	100·7	100·6	100·6*
Pharmaceutical chemicals	66·0	64·0	64·1	64·1*	63·2*
Pharmaceutical preparations	100·9	101·1	101·6	101·6*	101·3*
Toilet preparations	132·9	138·4	142·1	142·1*	142·1*
Paint for building and decorating	115·8	115·9	116·3	116·3	116·3*
Soap	145·4	151·4	155·5	155·5*	155·5*
Soapless detergents	103·9	106·4	106·4	106·4	106·4*
Synthetic resins and plastic materials	76·3	74·8	74·9	74·9*	74·9*
Steel sheets	134·2	134·2	135·5	135·4	135·4
Tinplate	120·3	127·0	127·2	127·2	127·2
Other steel goods (excluding tubes)	133·8	134·7	136·5	136·6*	136·6*
Steel tubes	141·2	141·0	142·5	144·3	144·3
Iron castings	145·8	148·3	149·6	149·9*	150·1*
Aluminium and aluminium alloy products:					
Extruded and drawn	142·2	145·2	145·2	145·2	145·2
Rolled	132·9	136·3	136·3	136·3	136·3
Castings	139·5	144·1	144·1	144·1	144·1
Forgings	135·6	138·3	138·3	138·3	138·3
Brass, ingot 65-35, B.S. 1400: B3, delivered	130·0	132·4	134·7	140·8	144·5
Photographic paper and films, etc.	126·0	126·0	126·0	126·0*	126·0*
Spectacles, etc.	125·8	130·2	130·2	140·4	140·4
Dental goods	137·2	137·9	142·0	142·3	142·3
Gramophone records	138·5	138·5	138·5	138·5	138·5
Domestic electrical appliances	101·2	101·5	101·9	101·6*	101·6*
Perambulators, etc.	124·5	128·0	128·0	128·0	128·0
Tools and implements	144·9	149·8	151·4	151·4*	151·4*

	1964	1965			
	Sept.	Mar.	July	Aug.	Sept.
Cutlery	132·9	135·6	136·1	136·1	136·1
Cutlery (other than razors and razor blades)	133·9	138·8	140·3	140·3	140·3
Spoons and forks	150·3	153·4	157·9	157·8	157·8*
Galvanized cisterns, tanks and cylinders	163·3	163·3	163·3	163·3	163·3*
Domestic hollow-ware	147·7	156·5	158·0	158·0	158·0
Domestic gas appliances	112·2	113·2	113·2	113·2	113·2
Cotton yarn	96·3	97·4	98·2	98·1	98·1*
Spun rayon yarn	106·6	107·5	108·3	108·3	108·3*
Irish linen yarns (wetspun)	134·5	127·2	126·3	122·5	124·1*
Cotton cloth	102·3	105·4	106·3	106·6	106·6*
Linen	127·6	130·9	130·9	130·9	130·9*
Rayon and acetate fabric	117·5	119·6	120·9	120·9*	121·0*
Wool tops	89·3	77·1	79·9	81·1	80·9*
Worsted yarns	98·0	89·9	92·1	93·1	93·7*
Harris tweed	108·3	108·3	108·3	108·3	111·8
Serge cloth	101·2	97·4	98·2	99·2	99·1
Jute yarn	125·4	125·4	128·9	126·5	125·4*
Jute piece-goods	127·8	127·8	132·1	129·6	128·3*
Rope, twine and net	129·1	122·8	122·1	122·1*	122·1*
Hosiery and other knitted goods	100·0	101·1	101·7	101·7*	102·1*
Carpets and rugs	127·5	127·8	127·8	127·8*	127·8*
Canvas goods and sacks	99·1	105·2	109·0	111·8	116·7*
Leather for footwear	105·0	108·8	111·7	111·7*	111·7*
Travel goods	125·4	127·8	127·8	127·8	128·9*
Made-up clothing	112·2	113·6	115·1	115·1*	115·3*
Weatherproof outerwear	102·8	104·6	104·7	104·7*	105·0*
Men's and boys' tailored outerwear	113·8	114·8	117·8	117·8*	118·0*
Women's and girls' tailored outerwear	110·5	110·9	111·6	111·6*	112·0*
Women's and girls' light outerwear	110·4	112·1	113·3	113·3	113·7*
Footwear (excluding rubber)	113·7	114·8	114·9	115·0*	115·1*
Refractory goods, including bricks	145·7	149·8	149·8	149·8	149·8*
Non-refractory goods, including bricks	129·8	131·4	134·9	134·9*	134·9*
Building bricks, common, other than fletton, *ex works*.	133·2	137·4	147·2	147·2*	147·2*
Building bricks, fletton common, *delivered*.	119·3	119·3	119·3	119·3	119·3
Electrical porcelain	128·4	132·8	132·8	132·8	132·8
Domestic china and earthenware	142·3	143·0	148·1	148·1*	148·1*
Glass (other than containers)	133·8	135·2	136·9	137·0	137·0*
Glass containers	123·4	124·3	130·7	130·7	130·7

* Provisional figure. † This index is based on prices ruling on the last day of the month.
§ Revised figure.

(Tables continued on next page)

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.*

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WHOLESALE PRICE INDICES, *continued*

3 (a). (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

	1964	1965			
	Sept.	Mar.	July	Aug.	Sept.
Cement, delivered	124·5	124·5	129·6	131·0	131·0
Abrasive paper and cloth	128·7	132·1	132·1	132·1	132·1
Cast stone and cast concrete products	112·4	117·5	118·2	118·2	118·2
Home-grown hardwood	103·4	105·4	107·1	107·2*	107·8*
Domestic furniture	119·8	122·8	124·0	125·6	125·6*
Bedding, etc.	113·5	117·6	118·3	118·5	118·5*
Wooden boxes, packing cases, crates, etc.	120·4	123·7	124·9	124·9*	124·9*
Paper and board	112·4	115·1	115·1	115·1*	115·1*
Cardboard boxes, cartons and fibreboard packing cases.	113·1	119·6	119·9	119·9*	121·9*
Wallpaper	133·8	138·0	138·0	138·0	138·0
Paper bags	118·4	123·2	123·2	123·2*	123·2*
Manufactured stationery	120·4	123·7	123·7	123·7*	123·7*
Other manufactures of paper and board	108·1	112·1	112·1	112·1	112·1*
Rubber tyres and tubes	123·4	123·4	127·0	127·0	127·0*
Rubber goods (other than tyres and tubes)	117·4	119·8	121·6	122·5*	122·5*
Rubber footwear	125·9	135·2	135·0	135·0	135·0
Linoleum and felt base	137·1	142·0	142·0	142·0	142·0
Brushes and brooms	138·9	141·6	142·8	143·0	143·0*
Toys and games	122·1	126·0	127·1	127·1*	127·1*
Sports equipment	133·3	134·6	137·2	137·2*	137·2*
Pens and pencils	112·3	115·4	115·6	115·7	115·7*
Other stationers' goods	130·3	132·7	133·4	133·4	133·4
Plastic mouldings	104·3	105·4	105·9	106·1*	106·2*

* Provisional figure.

3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

	1964	1965			
	Sept.	Mar.	July	Aug.	Sept.
Hides and skins	88·0	90·0	97·5	103·2	104·3*
Imported	93·5	96·3	105·6	110·9	112·7*
Native	79·6	80·5	85·4	91·6	91·6*
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	123·1	125·6	125·6	125·6	125·6
Copper, ex-ship, wharf or warehouse†	169·5	180·5	165·4	176·5	193·7
Lead, ex-ship, wharf or warehouse†	115·7	148·7	102·2	102·3	108·8
Nickel, refined, delivered	131·9	131·9	131·9	131·9	131·9
Tin, ingot, min. 99·75 per cent, settlement price	198·2	180·8	200·1	206·2	212·1
Zinc, ex-ship, wharf or warehouse†	155·4	146·5	143·9	140·8	139·0
Oils, resins and gums:					
Linseed oil, crude, naked, ex-works	135·2	117·3	112·8	110·2	110·2*
Palm oil, c.i.f., in bulk	101·5	129·0	126·0	123·1	123·1*
Whale oil, acid, soft, naked, ex-works	82·4	90·4	100·0	98·9	98·9*
Pyrites, c.i.f., United Kingdom ports	62·4	61·4	66·2	66·2	65·8
Rubber, No. 1 R.S.S. one month future	101·3	106·6	102·7	100·3	98·9
Sulphur, crude (for acid making), c.i.f.	64·2	71·9	82·0	82·0	82·0
Textiles:					
Coir yarn, c.i.f. United Kingdom ports	153·9	157·6	156·9	156·4	156·4*
Cotton, raw	72·1	71·7	70·5	70·2*	70·1*
Jute, raw, 'Export Firsts', c.i.f. Dundee	159·3	143·7	141·3	141·4	138·4*
Jute, raw, 'Export Lightnings', c.i.f. Dundee	158·8	142·4	142·5	142·4	135·9*
Silk, raw, delivered mill	114·5	140·8	132·2	134·7*	134·7*
Sisal, East Africa No. 1 Grade, c.i.f. London	142·3	109·7	106·9	105·0	105·0*
Wool, raw	87·6	74·8	79·2	79·2*	80·0*
Crossbred, medium and coarse, c.i.f. U.K.	102·3	84·1	93·4	95·1	95·1
Crossbred, fine, c.i.f. U.K.	90·6	74·8	79·6	81·7	81·7*
Merino, c.i.f. U.K.	79·5	69·0	72·7	72·6	72·6*
Timber:					
Imported hardwood (ex-yard or wharf)	113·8	114·8	115·6	115·7*	115·6*
Imported plywood (delivered to consumers)	102·6	119·3	115·5	115·6	115·6*
Imported softwood (delivered to consumers)	114·4	118·0	118·9	118·9	118·9*
Woodpulp, imported	100·8	104·4	104·4	104·4	104·4*

* Provisional figure.
† L.M.E. mean of buyers' and sellers' prices at close of morning session.

NOTES ON WHOLESALE PRICES

Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757, Ext. 7246 or 7216.

The notes or index numbers of wholesale prices (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 19, 1965.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1964, but any later changes known to have come into operation are shown. **21s.** (by post 21s. 11d.)

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Sales by wholesale textile houses in August

SALES BY WHOLESALE textile houses in August showed an increase of 4 per cent on a year earlier. This compares with no change for July and a decrease of 4 per cent in June.

The value of stocks at the end of August showed a decrease of 1 per cent on a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1963 Year	108	+ 3	..	..
1964 Year	112	+ 4	..	..
1964 1st quarter	100	+ 9	145	+4
2nd quarter	101	+ 3	135	+6
3rd quarter	111	+ 4	153	+7
4th quarter	138	+ 1	124	+5
1965 1st quarter	99	— 1	150	+4
2nd quarter	103	+ 2	137	+2
1964 August	97	+ 4	155	+6
September	156	+ 5	153	+7
October	156	— 1	135	+5
November	136	+ 3	133	+4
December	121	Nil	124	+5
1965 January	69	—10	129	+4
February	90	— 6	148	+6
March	137	+ 9	150	+4
April	111	+ 2	143	+3
May	104	+ 6	144	+3
June	93	— 4	137	+2
July	79	Nil	143	+1
August	102	+ 4	154	—1

Percentage of corresponding values for 1964.

Analysis by Department

	Sales		Stocks (b)
	Aug. 1965	Jan. 1 to Aug. 31	Aug. 1965
Women's knitted outerwear, blouses and skirts	118·2	110·1	119·9
Women's coats, costumes, furs and raincoats	100·9	98·5	86·7
Women's underwear	95·0	97·8	103·8
Women's hose and children's socks	100·7	89·3	95·2
Women's millinery	99·2	104·5	99·5
Haberdashery, ribbons and wool	102·8	102·4	77·3
Children's wear	104·4	102·4	94·5
Men's and boys' shirts, pyjamas and outfitting	115·4	97·0	103·0
Gloves	86·5	91·6	92·0
Piece-goods and nets	135·6	114·3	100·4
Household textiles	102·7	97·7	101·4
Floor-coverings, furniture and hardware	100·6	97·3	98·2
Grand total (a)	104·2	100·7	99·5

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Quarterly analysis of man-made fibre production

THE TABLE below is the first in a new quarterly series of detailed figures of man-made fibre production, previously available only on an annual basis. Comparative figures are given back to the first quarter of 1961. In future the information will be published quarterly, three months after the period to which the most recent figures relate.

The quarterly figures bring out in more detail than hitherto the strongly rising trend in synthetic fibres, both continuous filament and staple: in 1964, the annual quarterly production average by weight for synthetic continuous filament was 89 per cent more than in 1961; for synthetic staple it was 94 per cent more.

In the first half of 1965 total production by weight of synthetic fibres was 22 per cent more than in the same period last year; total production by weight of viscose plus acetate fibres was 4 per cent more. Within the total for synthetic fibres, production of continuous filament was 16 per cent more and of staple 31 per cent more; within the total for viscose and acetate fibres together, continuous filament was 4 per cent more and staple 5 per cent more.

Continued from foot of previous column

Man-made fibre production

Quarterly averages and quarterly totals (Million lb. 'delivered weight' basis)

	Continuous filament		Staple fibre		Total	
	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate	Synthetic	Viscose + acetate
1961	21·9	43·6	14·6	61·8	36·5	105·4
1962	28·5	44·2	17·2	66·9	45·7	111·1
1963	35·4	47·1	22·6	74·6	58·1	121·7
1964	41·4	53·1	28·3	83·5	69·7	136·6
1961 1st quarter	20·8	46·7	15·0	56·6	35·8	103·3
2nd quarter	22·0	43·8	14·4	57·6	36·4	101·4
3rd quarter	20·7	40·0	14·0	63·4	34·7	103·4
4th quarter	24·0	44·0	15·0	69·7	38·9	113·7
1962 1st quarter	23·8	43·9	15·7	63·2	39·6	107·1
2nd quarter	29·0	44·5	16·2	67·4	45·1	111·9
3rd quarter	28·3	42·7	16·6	62·5	44·9	105·2
4th quarter	33·0	45·7	20·3	74·4	53·2	120·1
1963 1st quarter	31·0	45·7	21·5	73·8	52·5	119·6
2nd quarter	34·8	47·8	21·5	73·9	56·3	121·7
3rd quarter	34·9	45·6	20·6	70·3	55·5	115 9
4th quarter	41·1	49·4	26·9	80·2	68·0	129·6
1964 1st quarter	41·2	52·2	25·9	84·0	67·2	136·2
2nd quarter	40·0	53·8	26·8	82·6	66·8	136·4
3rd quarter	38·2	51·4	26·9	78·5	65·2	129·9
4th quarter	46·1	55·1	33·5	88·9	79·6	144·0
1965 1st quarter	46·8	56·1	35·1	87·8	81·9	143·9
2nd quarter	47·3	53·8	34·2	86·6	81·5	140·4

The heading 'Viscose + acetate' includes triacetate and a very small quantity of protein fibres.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL. *(See page 940 of this issue.)*

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Shipping movement at United Kingdom ports

Foreign and coastal trade movements in July 1965

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during July 1965, amounted to 15,746 thousand net tons: this was about 1 per cent more than the tonnage for the same month in 1964. Commonwealth vessels accounted for 7,718 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo during the first seven months of the year showed an increase of 3,939 thousand net tons over the figures for the same period of 1964.

There was a 7 per cent increase in the total net tonnage of coasting trade arrivals and departures with cargo during July, and an 8 per cent increase for the first seven months of the year compared with 1964.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or *vice versa*, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movement at UK Ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons Entered					Thousand Net Tons Cleared			
With cargo: Month of July 1964	6,002	9,733	4,493	216	5,024	4,959	5,834	3,027	168	2,639
Month of July 1965	6,176	10,120	4,522	204	5,395	4,852	5,626	2,826	166	2,634
Seven months ending July 1964	36,997	60,106	27,853	1,383	30,870	31,393	33,467	17,168	1,135	15,164
Seven months ending July 1965	37,348	63,050	26,966	1,508	34,577	30,784	33,241	16,752	1,091	15,398
In ballast: Month of July 1964	2,053	2,832	1,448	43	1,341	3,286	6,742	2,935	97	3,710
Month of July 1965	2,236	3,058	1,659	34	1,365	3,699	7,738	3,288	124	4,325
Seven months ending July 1964	10,926	14,269	6,633	347	7,289	16,937	41,121	17,311	681	23,129
Seven months ending July 1965	10,772	14,253	6,880	399	6,974	17,561	44,464	17,111	888	26,464

(1) Includes Irish Republic and South Africa.

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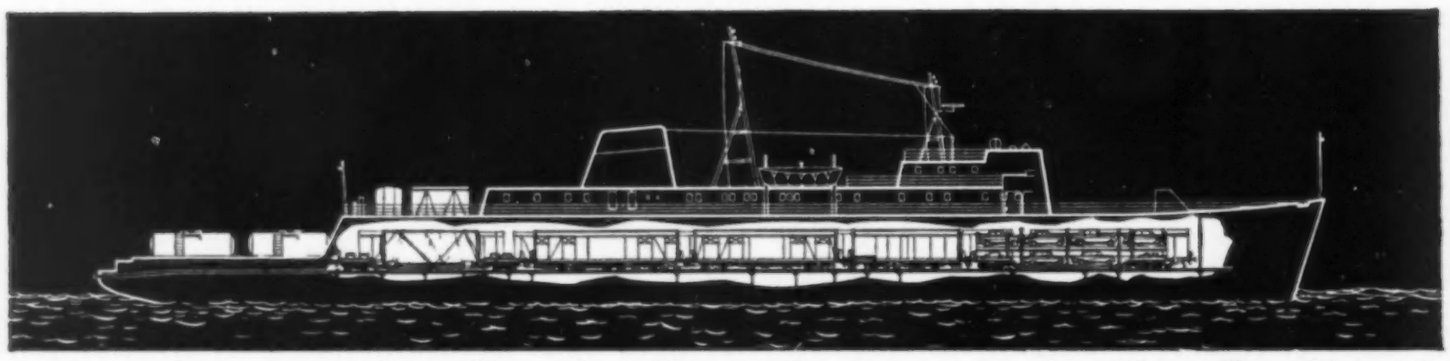

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Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	July		Seven months ended July		July		Seven months ended July	
	1964	1965	1964	1965	1964	1965	1964	1965
Nationality of vessels:	Numbers of vessels							
United Kingdom	2,059	2,011	12,026	11,766	1,876	1,737	10,801	10,187
Other Commonwealth	126	159	938	924	165	187	1,154	1,173
Foreign	3,817	4,006	24,033	24,658	2,918	2,928	19,438	19,424
TOTAL	6,002	6,176	36,997	37,348	4,959	4,852	31,393	30,784
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	4,493	4,522	27,852	26,966	3,027	2,826	17,168	16,752
Registered in Canada	—	—	7	4	—	—	7	—
Registered in other countries	216	204	1,376	1,505	168	166	1,127	1,091
Soviet	77	102	451	497	24	30	179	157
Finnish	59	60	368	447	34	20	221	180
Swedish	361	384	2,036	2,366	138	119	770	862
Norwegian	1,079	1,139	6,667	7,554	467	557	2,414	2,778
Danish	328	272	1,666	1,767	199	187	939	1,109
Polish	19	23	143	145	13	18	118	94
German	330	525	2,158	2,460	203	227	1,415	1,588
Dutch	831	679	4,567	4,425	489	507	3,287	2,970
Belgian	243	240	1,185	1,240	202	201	969	1,007
French	347	554	2,355	2,697	278	391	1,603	1,667
Spanish	28	46	379	382	52	34	377	352
Italian	115	122	748	1,022	5	2	42	24
Yugoslav	17	7	90	66	10	10	49	48
Greek	139	174	1,092	1,431	47	53	253	351
United States of America	302	124	1,914	1,430	298	81	1,564	1,116
Panamanian	122	115	620	1,035	23	69	118	190
Liberian	484	687	3,379	4,667	46	42	171	274
Other	145	142	1,053	947	112	87	676	630
Total foreign	5,024	5,395	30,870	34,577	2,639	2,634	15,164	15,398
TOTAL	9,733	10,120	60,106	63,050	5,834	5,626	33,467	33,241
Trading areas:								
Irish Republic	576	603	2,801	2,942	558	641	2,748	2,883
Norther Europe (Foreign)	2,488	2,513	14,302	14,781	1,925	1,906	12,014	11,855
Europe (Atlantic) and Western Mediterranean Countries	1,084	1,329	6,096	6,968	890	973	4,523	4,989
Central and Eastern Mediterranean Countries	849	1,034	5,821	7,293	175	145	1,041	910
West and South Africa	435	628	3,693	4,362	189	198	1,547	1,447
East Africa, Persian Gulf, India	1,237	1,228	8,961	8,455	312	235	1,718	1,666
Eastern Asia and Islands in the Pacific	182	214	1,464	1,362	186	196	1,223	1,280
Australasia	354	346	2,142	2,085	150	177	1,245	1,184
North America (Atlantic Coast)	1,455	1,264	7,129	6,896	1,021	838	4,962	4,857
West Indies and Central America (Atlantic Coast)	685	695	5,025	5,428	191	157	1,043	1,052
South America (Atlantic Coast)	183	128	1,121	1,114	146	87	795	658
South and Central America (Pacific Coast)	40	22	362	304	20	21	179	130
North America (Pacific Coast)	159	109	1,101	1,008	71	46	425	322
Other areas	7	6	87	49	1	6	3	9
Total Commonwealth Countries (1)	3,249	3,210	20,164	20,107	1,664	1,705	9,193	9,364
Total Foreign Countries	6,483	6,910	39,941	42,943	4,170	3,921	24,274	23,877
TOTAL	9,733	10,120	60,106	63,050	5,834	5,626	33,467	33,241

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports for the period January — July

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965	1965	1964	1965	1965	1964	1965	1965	1964	1965	1965
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	7	5	17	49	25	51	47	23	70	58	25	75
Bristol	2,534	2,385	1,079	2,620	2,478	1,155	309	396	423	2,366	2,326	988
Cardiff	1,008	942	406	1,172	1,089	583	397	268	347	1,432	1,218	626
Dover	2,241	2,255	1,842	4,529	4,803	4,074	2,144	2,198	1,705	4,491	4,817	4,042
Falmouth (inc. Truro)	26	47	37	705	527	189	4	1	6	1,000	836	194
Folkestone	401	395	358	654	689	551	363	329	309	679	724	573
Grimsby (inc. Immingham)	1,495	1,503	1,522	1,860	1,680	1,670	614	346	509	1,876	1,733	1,699
Harwich	2,321	2,600	2,072	2,441	2,778	2,238	2,439	2,716	2,148	2,514	2,810	2,292
Holyhead	806	843	631	851	896	678	816	856	640	845	878	661
Hull	2,730	2,780	2,205	3,079	2,967	2,460	1,156	947	1,403	2,979	2,924	2,361
Lancaster	286	143	44	298	164	78	11	13	37	216	149	59
Liverpool	8,668	8,822	3,260	10,431	10,408	4,054	4,460	4,317	2,676	10,499	10,714	4,008
London	16,979	17,570	8,970	21,577	21,924	10,837	8,896	8,449	6,876	21,067	21,096	11,070
Manchester (inc. Runcorn)	3,220	3,370	1,592	3,411	3,555	1,802	1,127	1,075	1,193	3,112	3,095	1,791
Middlesbrough	1,864	1,911	784	2,518	2,538	1,101	1,093	1,210	867	2,629	2,743	1,243
Milford Haven	2,504	3,545	234	2,875	4,140	493	322	517	174	2,794	3,856	416
Newhaven	327	514	666	349	572	759	343	447	634	356	536	731
Newport (Mon.)	815	688	319	1,214	1,054	539	689	618	465	1,245	1,201	609
Plymouth	151	145	313	351	387	517	77	85	237	430	343	479
Southampton	9,092	9,711	1,603	11,405	11,660	2,108	4,520	4,747	1,339	11,323	11,584	2,116
Swansea	724	504	298	1,658	1,307	883	1,421	1,222	1,149	1,925	1,503	1,235
Tyne ports	1,451	1,482	878	2,159	2,203	1,128	1,053	931	751	2,541	2,627	1,189
Glasgow	3,060	3,147	952	3,572	3,558	1,098	1,755	1,592	638	3,700	3,652	1,081
Grangemouth	621	532	628	911	802	765	714	667	623	1,072	872	784
Greenock	388	453	83	1,146	1,318	209	224	275	44	1,124	1,471	217
Leith	490	487	656	509	539	689	205	198	418	454	483	629
Belfast	1,141	1,272	723	1,214	1,333	806	249	280	295	957	1,211	620
Other ports	5,048	5,363	9,627	6,234	6,602	12,694	2,772	2,949	7,338	6,071	6,446	12,489
TOTAL	70,398	73,413	41,799	89,792	91,994	54,209	38,219	37,673	33,315	89,755	91,869	54,277

(Continued on next page)

SHIPPING MOVEMENT AT UK PORTS, *continued*

Table 4. Coasting trade arrivals and departures at principal ports for the period January — July

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1964	1965		1964	1965		1964	1965		1964	1965	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	13	17	50	1,338	1,240	1,642	1,338	1,226	1,560	1,356	1,245	1,618
Bristol	661	960	807	1,041	1,321	2,813	365	786	1,788	1,271	1,598	3,014
Cardiff	212	390	548	756	957	1,931	160	183	827	534	724	1,856
Cowes	1,332	1,132	5,836	2,721	2,633	11,811	1,266	1,046	5,212	2,736	2,622	11,763
Falmouth	104	117	125	568	476	407	65	66	234	172	150	376
Hartlepool	26	53	72	458	408	406	390	340	295	428	418	410
Hull	560	555	260	956	1,056	979	363	497	697	1,089	1,088	1,038
Immingham	204	433	88	635	939	582	319	618	465	701	934	600
Lancaster	795	932	569	928	1,169	912	955	702	643	1,016	909	789
Liverpool	1,714	1,992	1,812	2,465	2,865	2,832	1,643	1,806	2,234	2,621	2,837	2,890
London	4,445	4,638	4,221	5,858	5,882	5,946	1,433	1,555	1,862	6,327	6,420	5,915
Manchester	616	580	447	903	860	1,020	516	485	578	1,043	933	1,024
Middlesbrough	218	253	245	779	820	907	282	215	398	629	650	753
Milford Haven	263	173	59	1,380	1,927	680	1,470	2,118	718	1,511	2,269	759
Newport (Mon.)	207	216	834	425	357	951	124	13	32	361	263	885
Portsmouth	247	253	1,147	1,833	1,774	7,179	48	48	555	1,820	1,779	7,161
Preston	604	658	1,079	667	725	1,239	552	619	986	689	757	1,295
Southampton	1,544	1,850	6,067	3,389	3,437	7,601	2,874	2,911	6,243	3,343	3,384	7,723
Sunderland	145	148	216	1,218	1,041	1,234	1,001	817	917	1,183	1,026	1,180
Swansea	104	83	298	1,086	981	2,237	660	585	1,517	779	733	1,853
Tyne ports	376	432	147	2,188	2,307	1,639	1,050	1,100	1,166	1,789	1,858	1,582
Glasgow	756	742	697	1,238	1,253	1,066	498	564	624	1,076	1,198	1,089
Belfast	3,536	3,550	4,706	3,820	3,810	5,130	2,821	2,918	3,408	3,775	3,855	5,224
Other ports	7,268	7,999	18,230	10,511	11,277	28,654	5,089	5,853	11,767	10,404	11,213	28,382
TOTAL	25,954	28,155	48,560	47,160	49,516	89,798	25,281	27,066	44,726	46,650	48,862	89,179

Table 5. Coasting trade movement at UK ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of July 1964	6,988	3,460	2,977	483	6,635	3,428	2,924	503
Month of July 1965	7,269	3,684	3,161	524	6,572	3,386	2,885	500
Seven months ending July 1964	43,681	21,966	18,814	3,152	42,368	22,254	18,740	3,513
Seven months ending July 1965	42,717	24,124	19,810	4,315	40,584	23,560	19,141	4,418
In ballast: Month of July 1964	8,317	3,473	2,983	489	8,461	3,354	2,905	449
Month of July 1965	8,226	3,702	3,157	545	8,629	3,576	3,158	418
Seven months ending July 1964	44,415	20,904	17,304	3,600	43,992	20,130	17,040	3,090
Seven months ending July 1965	40,706	21,068	17,120	3,949	41,910	20,512	17,072	3,440
Coasting Trade – United Kingdom								
With cargo: Month of July 1964	7,836	4,170	3,646	524	7,211	3,899	3,370	528
Month of July 1965	8,172	4,362	3,789	574	7,365	4,290	3,579	710
Seven months ending July 1964	49,247	25,954	22,498	3,456	46,144	25,281	21,544	3,737
Seven months ending July 1965	48,560	28,155	23,502	4,654	44,726	27,066	22,233	4,833
In ballast: Month of July 1964	8,418	3,606	3,116	490	8,854	3,620	3,147	473
Month of July 1965	8,343	3,798	3,250	548	9,020	3,833	3,364	469
Seven months ending July 1964	44,913	21,206	17,569	3,638	46,507	21,369	18,131	3,238
Seven months ending July 1965	41,238	21,360	17,361	4,000	44,453	21,796	18,108	3,688

(a) Commonwealth and Irish Republic.

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THE GAS INDUSTRY THINKS OF TOMORROW

Turnover of the catering trades, laundries, dry cleaners and hairdressers

FIGURES OF THE turnover of laundries, dry cleaners and hairdressers from January 1963 to June 1965 were published for the first time in the *Board of Trade Journal* of September 24, 1965. This article includes the turnover of these trades for July and August 1965 and the turnover of the catering trades for August 1965. In future figures for all of these trades will be published at the same time.

The change in the date of the August Bank Holiday has had a significant effect on the turnover of some kinds of retailers as explained in the article on Retail Trade in August published in the *Board of Trade Journal* of October 8; the effect of this change is also apparent in the business of laundries and dry cleaners, hairdressers and, to a more limited extent, in the catering trades and makes for some uncertainty in the interpretation of the figures.

Catering trades

The change in the date of the August Bank Holiday this year, which meant that the Bank Holiday Sunday and Monday were outside the period covered by the August 1965 figures, appears to have had at most only a very marginal effect on the total catering trades figures for August, perhaps because there has been as yet, little change in the traditional pattern of the holiday season. The total turnover of the catering trades in August, as in July, was 4 per cent higher than in the same month a year earlier.

Each of the broad kinds of catering business shown separately in the table, with the exception of canteens and catering contractors, showed much the same increase on a year earlier as in July. The increase by canteens and catering contractors was 5 per cent in August compared with 3 per cent in July, a difference which may be explained by the fact that the August period this year did not include Bank Holiday Monday when most factories and offices are closed.

Laundries and dry cleaners

Total turnover of the laundry and dry cleaning trades in July and August this year was 7 per cent and 9 per cent higher than in 1964 compared with an increase of 4 per cent for the first half of the year. The fact that the pre-Bank Holiday week this year was in the August period may have accounted for part of the difference between the increases for the two months.

Both laundries and dry cleaners etc. shown separately in Table II showed increased sales compared with the corresponding months in 1964. The turnover for laundries showed increases of 6 per cent and 8 per cent in July and August compared with an increase of 4 per cent for the first half of the year while dry cleaners etc. showed increases of 8 per cent and 11 per cent against an increase of only 5 per cent for the first six months of the year.

Hairdressers

The turnover for all hairdressing businesses compared with a year earlier showed increases of 2 per cent and 5 per cent in July and August compared with an increase of 2 per cent for the six months January to June 1965. Both kinds of business shown separately in Table III showed increased sales in July and August compared with a year ago. The turnover of women's hairdressers and men's and women's hairdressers increased by 3 per cent in July and 5 per cent in August compared with 2 per cent for the first six months of 1965. The turnover of men's hairdressers and men's hairdresser-tobacconists' shops rose by 1 per cent in July and 4 per cent in August compared with a rise of 4 per cent for the first half of the year, but as mentioned in the *Board of Trade Journal* of September 24, 1965, this series is influenced by sales of tobacco and other goods which may account for some of the month-to-month variations.

Table I. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1960=100

Kind of business (Turnover in 1960 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,290 million)	1962	112	95	115	129	112	93	94	96	108	109	125	131	136	121	112	102	119
	1963	117	96	119	134	119	94	93	100	111	113	130	136	142	126	118	109	126
	1964	126	105	127	145	127	104	102	109	115	130	135	149	150	137	126	118	136
	1965	131(b)	111	136			107	110	114	127	132	147	155	156				
	1964	+8	+10	+7	+8	+8	+11	+10	+9	+3	+15	+4	+10	+6	+8	+7	+8	+8
	1965	+6(b)	+5	+7			+3	+8	+4	+11	+1	+9	+4	+4				
Licensed hotels and holiday camps (£169 million)	1962	113	77	119	158	98	71	74	84	98	109	143	161	169	146	117	87	93
	1963	118	76	124	167	107	69	72	85	103	113	149	169	184	151	128	94	100
	1964	128	86	138	181	113	79	82	97	108	133	161	189	197	163	135	98	108
	1965	137 (b)	91	144			83	90	99	119	132	172	198	204				
	1964	+8	+13	+10	+9	+6	+15	+13	+13	+5	+18	+7	+12	+7	+8	+5	+5	+8
	1965	+6 (b)	+6	+6			+5	+10	+3	+10	Nil	+7	+5	+4				
Restaurants, cafes, etc., and fish and chip shops (£307 million)	1962	109	94	112	130	102	92	93	96	104	107	123	130	141	120	106	100	100
	1963	114	94	117	135	109	89	92	99	108	110	129	134	147	125	112	106	109
	1964	121	101	124	143	115	97	99	106	111	126	133	146	153	133	118	113	114
	1955	129 (b)	107	132			103	106	111	122	126	146	154	162				
	1964	+6	+8	+6	+6	+6	+9	+8	+7	+3	+14	+3	+9	+4	+6	+5	+7	+5
	1965	+7 (b)	+6	+7			+6	+7	+4	+10	Nil	+9	+5	+6				
Public houses (£711 million)	1962	114	97	116	125	119	97	97	98	113	110	124	128	132	118	113	104	135
	1963	118	98	119	130	125	98	94	101	115	113	128	133	137	122	119	112	141
	1964	128	109	127	141	136	111	105	113	116	132	132	147	144	134	127	122	154
	1965	132 (b)	114	138			112	115	116	132	134	145	152	149				
	1964	+8	+12	+7	+8	+8	+13	+12	+11	+1	+17	+4	+10	+5	+10	+7	+9	+9
	1965	+6 (b)	+4	+8			+1	+9	+3	+14	+1	+10	+3	+3				
Canteens and catering contractors (£102 million)	1962	108	113	106	101	113	113	114	111	104	111	104	103	90	109	112	115	110
	1963	115	120	113	106	119	119	122	120	111	119	111	108	96	112	118	125	115
	1964	121	120	121	113	129	119	122	119	124	121	118	113	104	122	128	135	126
	1965	123 (b)	129	124			128	129	131	122	133	117	116	110				
	1964	+5	Nil	+6	+7	+9	Nil	Nil	—1	+12	+2	+6	+4	+9	+9	+9	+8	+10
	1965	+5 (b)	+8	+2			+7	+6	+10	—1	+10	Nil	+3	+5				

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by August 1965 turnover was the four weeks from August 1, 1965, to August 28, 1965; the corresponding period in 1964 was from August 2, 1964, to August 29, 1964.
(b) Cumulative figure for January to August compared with corresponding period of 1964.

Table II. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a). 1961 = 100

Kind of business (Turnover in 1961 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	120 (b)	114	124			111	114	117	120	129	124	127	121				
	1964	+4	+3	+5	+3	+5	+9	+8	—4	+7	+1	+7	+3	+4	+2	+4	+4	+7
	1965	+5 (b)	+4	+4			+2	+2	+8	+1	+8	+3	+7	+9				
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119 (b)	116	121			115	116	118	115	126	121	124	118				
	1964	+4	+3	+5	+3	+5	+9	+5	—2	+8	+1	+7	+3	+5	+2	+4	+5	+6
	1965	+4 (b)	+4	+3			+1	+3	+8	Nil	+10	+1	+6	+8				
Dry cleaners, etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123 (b)	111	130			103	111	117	128	135	127	132	126				
	1964	+4	+3	+4	+2	+6	+9	+12	—7	+5	+1	+7	+3	+3	+2	+6	+4	+8
	1965	+5 (b)	+4	+4			+3	+1	+7	+2	+6	+5	+8	+11				

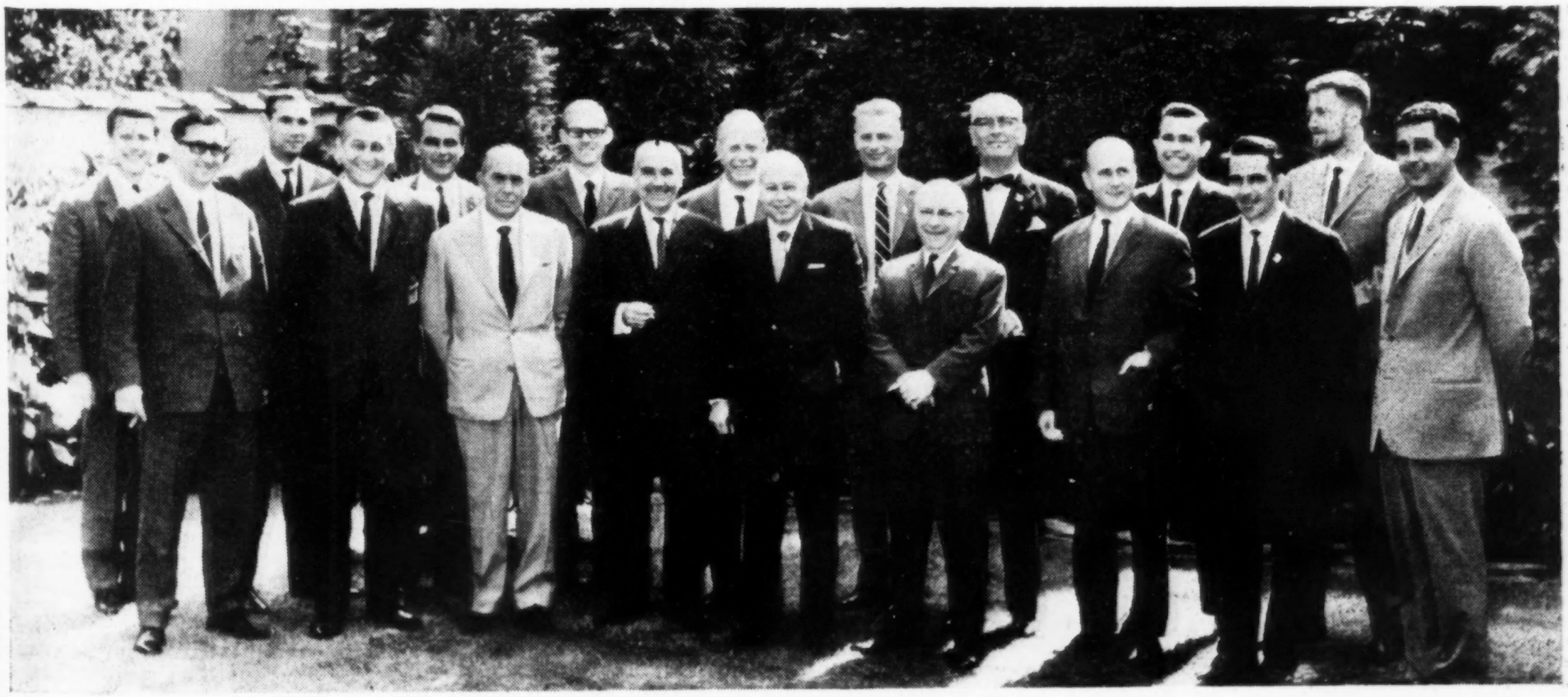
NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification.
See notes (a) and (b) to Table I.

Table III. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a). 1961 = 100

Kind of business (Turnover in 1961 £ million)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	111 (b)	106	114			103	105	108	114	113	114	116	115				
	1964	+3	+5	+1	+3	+2	+10	+7	+1	+1	+1	+2	+1	+4	+3	Nil	+4	+3
	1965	+2 (b)	+1	+3			+1	+1	+1	+4	+1	+3	+2	+5				
Men's hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	113 (b)	109	112			111	108	107	108	111	117	121	118				
	1964	+4	+5	+4	+4	+4	+10	+5	+2	+5	+3	+3	+3	+8	+2	+4	+4	+3
	1965	+3 (b)	+4	+3			+2	+4	+5	Nil	+1	+6	+1	+4				
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	110 (b)	105	114			100	105	108	117	114	113	114	114				
	1964	+2	+5	+1	+2	+2	+9	+8	Nil	Nil	Nil	+1	Nil	+3	+4	—1	+3	+3
	1965	+2 (b)	Nil	+3			+1	Nil	—1	+5	+2	+2	+3	+5				

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification.
See notes (a) and (b) to Table I.



During the 9th European Machine Tool Exhibition, Brussels, Nuckey, Scott & Co. Ltd., a member of The Tap & Die Corporation Ltd., held the first Warrior European sales conference. Mr. L. G. J. Henshaw, managing director of Nuckey, Scott & Co. Ltd. (front row, fifth from left) is seen with his agents from France, Denmark, Holland, Belgium, Sweden, Italy, Switzerland, Portugal, Finland and Germany. Discussion at the conference centred round the European sales of Warrior screw threading tools, which the company say are running at record level.

Exhibitions and Fairs

Enthusiasm, pageantry and gaiety mark opening of British Week in Milan

BY ELIZABETH HARTLEY, Export Promotion and Fairs Branch, Board of Trade

PAGEANTRY AND MUSIC, gaiety and enthusiasm marked the first day of the British Week in Milan, which was opened by Mr. Douglas Jay, the President of the Board of Trade, on October 9. Mr. Jay, who had travelled to Milan the previous day on a BEA Trident aircraft, made the first mechanical landing on Italian soil. The opening ceremony was held in Milan's white and gold Piccola Scala, its tiers of boxes decorated with pink roses, before an invited audience that included all the chief dignatories of the city. As the guests took their places, the Central Band of the RAF played traditional marches. Four State trumpeters, splendid in golden helmets and scarlet plumes, provided a fanfare before the National Anthems of Britain and Italy were played.

There followed a procession on foot through the flag-draped Galleria Vittorio Emanuele, past a replica of the Piccadilly Circus Eros statue, to the Piazza Duomo, focal point of the British Week, where the Lord Mayor of London and the Mayor of Milan publicly declared the Week open before a crowd that packed the whole of the Piazza and the steps of the Cathedral, and overflowed to statues and balconies, windows and even rooftops.

Climax of the opening ceremonies was reached when a 15-foot model of the week's symbol – a cube representing a package wrapped in a Union Jack – opened to release tens of thousands of red, white and blue balloons which drifted slowly into the sky and circled round the angels above the Great Door of the Cathedral. A few that came to earth among the crowd were eagerly carried away as trophies.

In his opening speech at the Piccola Scala the President emphasised the main purpose of the Week—to sell British goods and to go on selling them after the Week was over. It was hoped that the great variety of British goods in shops and stores would be seen not only by the people of Milan but also by visitors from other parts of Italy and elsewhere. 'We welcome comparison between our goods and yours, and those of other nations,' he said. Both the President and the chairman of the Export Council for Europe, Mr. A. R. Glen, expressed their gratitude for the encouragement and warm welcome that had been given to the organizers of the Week by everyone in 'this great centre of Lombardy . . . this scintillating, sophisticated and challenging market'.

It is already apparent that this British Week will be another major success. The tall red buses are making their appearance in the street with crowds queueing for places at their terminus at the Duomo, reminiscent of Oxford Street in the rush hour. The 12 policemen are already familiar figures, rarely seen without their satellite autograph hunters. Flags and banners and eye-catching shop-window displays thicken towards the centre of the city, but even in the streets beyond the 'target area' there is scarcely a window without some reference to the Week: miniature enamelled guardsmen march across a jeweller's showcase, portraits of HM the Queen and HRH the Duke of Edinburgh flank a carved stone doorway. Bottles of Scotch whisky are a regular theme, whether massed to form a complete window display or lying negligently among rolls of tweeds and tartans, or even doing duty as stands in a shoeshop window.

The Galleria Vittorio Emanuele, a typical Milan covered arcade, hung with United Kingdom flags.

The British Week in Milan is the biggest manifestation of its kind so far. The products of more than 800 British firms are for sale here in over 1,500 shops and stores, and at least 150 top-level British businessmen have come to Milan

One of the most important focal points of the shop displays is at La Rinascente, whose Milan branch is the largest of eight stores throughout Italy with more than 50 departments selling a complete range of consumer goods. The special displays of British merchandise at this store will be put on not merely for a week but for the whole month of October. Two subjects have been chosen for special presentation during the Week: the younger set, a new permanent boutique for younger fashions that will open with clothes designed by United Kingdom fashion experts: and 'design', an exhibition of 130 items selected from the Council of Industrial Design Index, all of which will be on sale in the store.

Twenty-five thousand Italian visitors came to the main Council of Industrial Design display on October 10 within a few hours of its official opening to the public. This record number is greatly in excess of the first day's 'gate' at earlier weeks where similar displays were staged. The visitors showed a special interest in British bicycles, anglepoise lamps,

A section of the large attendance at the inaugural press conference at the Milan Chamber of Commerce on September 29 in preparation for the British Week.

torch batteries, vacuum flasks, fabrics, garden tools and jewellery. Brisk sales of articles in these categories are reported by La Rinascente.

The Council's main exhibition includes 400 products typical of the highest standards of modern industrial design in Britain. It is effectively arranged in two large intercommunicating rooms in the Palazzo Reale, whose high white walls and dull green carpet show off the individual items to good advantage. Further communicating rooms in the Palazzo make a fine setting for the exhibition sponsored by British Petroleum Co. Ltd. of some 75 outstanding items of 18th century furniture and silverware, on loan from the Victoria and Albert Museum and from private collections. The Corporation of London Pavilion has been erected in the courtyard outside, with the Britannia pub close by. Interest in the latter appears to be at least as strong as at Amsterdam, where sales of beer exceeded all expectations. Some two hours before the 'pub' opened in Milan, British and Italian police were good-humouredly controlling the crowds at the doors.

Products of more than 100 British manufacturers – many of them new exporters to the Italian market – are to be seen at the 'Casa Inglese' exhibition of room settings which also opened on October 9. This exhibition has been erected in the Palazzo Reale, where it forms part of the centrepiece complex. Four of the eight rooms – a living-dining room, bedroom, kitchen and bathroom – have been designed by John Byrne, assistant editor of the magazine *Ideal Home*. The three remaining rooms, designed by the magazine's decorating consultant, Mrs. Sue Bartley, are a living room, dining room and bed-sitting room. The general intention has been to show that Britain is a pacemaker in modern design and inventiveness in furnishing.

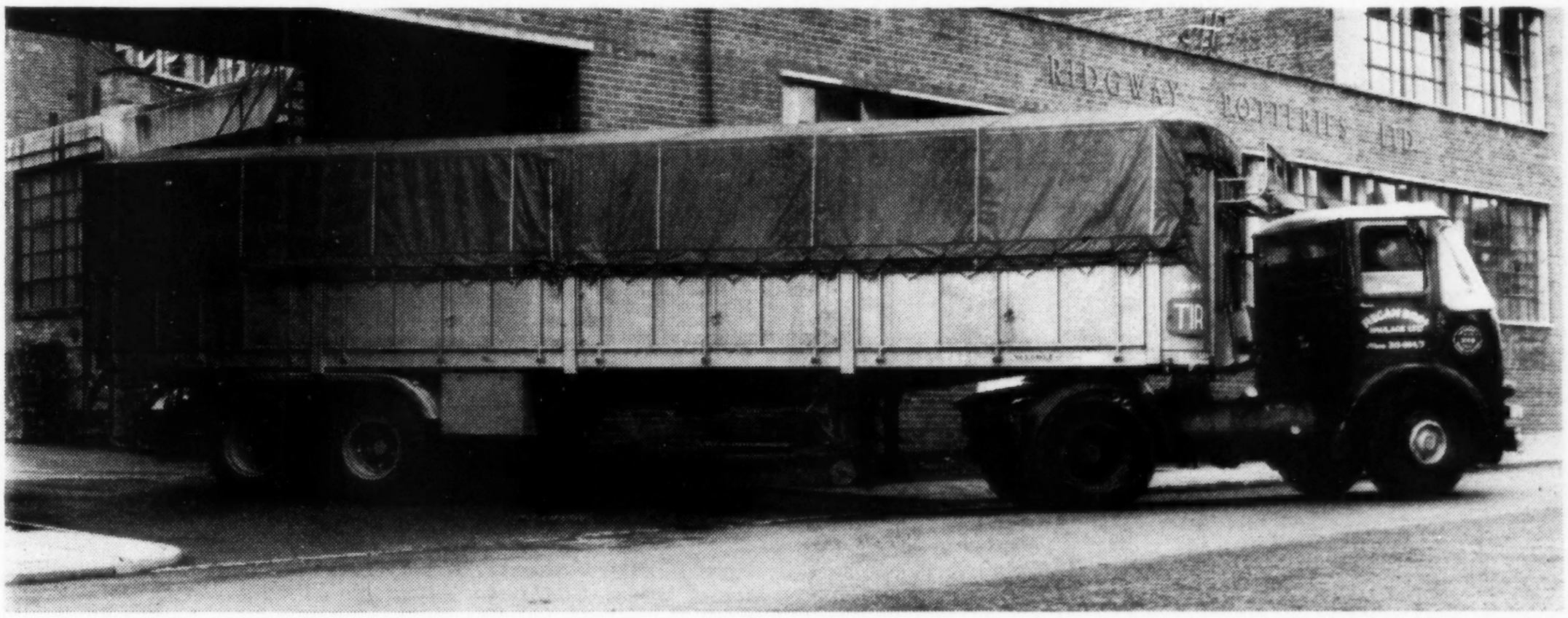
Although a large proportion of the merchandise shown in the Casa Inglese is provided by manufacturers, products are well-known both in Britain and abroad, there are a considerable number of items from small firms that have been chosen for their outstanding design and workmanship.

Five performances of a show of British fashions, selected by *Vogue* magazine from the best autumn and winter clothes made in Britain, will be among the most important of the events of the coming Week. The clothes cover a wide range of price levels and the aim has been to present a cross-section of the industry that will illustrate the enormous variety and vitality that has made Britain a leading exporter of young fashion clothes.

A minor but unusual feature amid the bunting and celebrations marking the opening of the British Week was the display of 400 examples of graphic art, opened by Miss Jennie Lee in the elegant Villa Comunale. This display, though a part of British Week, was sponsored by the Italian Associazione Artisti E Grafici Pubblicitari and includes items of advertising design, posters, print editorial and newspaper design, television commercial and film titles published in the United Kingdom during 1964. Mr. Booth Glibborn, chairman of the Designers and Art Directors' Association, explained to a mixed British and Italian audience at the opening that the display was intended to show how advertising, publication and designers in Britain communicate to the public. Milan's leading newspaper, *Corriere Della Sera*, has already given heavy promotion to the British Week with full editorial coverage spread over four pages, with six pages advertising products.

In order to give retailers elsewhere in Italy an idea of the scope and impact of the Milan Week, the Export Council for Europe has invited important shopkeepers and store buyers from all over Italy to see the Week for themselves. Groups of buyers will be flying to Milan from Palermo and Naples in the south, and from Rome, Florence and the large centres of the industrial north. They will be received in Milan by representatives of the Export Council and shown round the exhibitions in the Piazza Duomo.

The British Week in Milan has got away to a very good start. Everyone who has had a share in its organization is confident that its ultimate object – the sale of more British consumer goods in Italy – will be abundantly achieved.



A large export order from Allied English Potteries consisting of 12½ tons of fine earthenware in traditional patterns leaving the company's Churchbank factory to go on display during British Week in Milan. Allied English Potteries export 50 per cent of their production, selling competitively in over 60 countries.

British firms did well at ANUGA Food Fair

A report from the Commercial Department, British Embassy, Bonn.

THE INDIAN SUMMER which Germany has been enjoying during the past four or five weeks brought the motorists out in their thousands with resultant traffic jams, as the International Exhibition of Fine Foods and Provisions (ANUGA) ran concurrently (September 25-October 3) with this spell of fine weather. The traffic *en route* to the exhibition was almost as dense as that in the opposite direction to the valleys of the Rhine and the Mosel. In both cases the end result, barring accidents, was the same.

In the case of ANUGA, this fact is borne out by the statistics and by the comments of exhibitors, buyers and the general public, many of which comments were duly noted by the German, British and other foreign press representatives.

Since 1961 ANUGA has gone from strength to strength and has now attained a virtually unassailable position as the Queen of food fairs. Hall space at the 1965 event exceeded 1,200,000 square feet, concentrated in 15 large halls complete with every possible service and amenity. There were 2,588 exhibitors from 60 countries, of these 1,403 were foreigners exhibiting on their own or their agents' stands.

Forty-five countries had officially sponsored or what amounted to national stands notably – France, the largest, Great Britain, Canada, Ireland (Eire) and Australia. This English-speaking group was ideally situated in the same area at the intersection of the flow of visitors between the east and west sections of the fair. Interest in the stands was, therefore, guaranteed, and the exchange of ideas and information between those manning them was mutually beneficial.

231,700 visitors came to the exhibition from 68 European and overseas countries as far apart as Finland and Argentina. The number of foreign visitors showed an increase of 13,540 or 14 per cent compared with ANUGA 1963. The majority came from Holland, Belgium and Austria, followed by France, Switzerland, Denmark, Finland, Great Britain, Italy, Sweden, Spain, Norway and the United States. A marked increase was noted in the number of visitors from Finland, Austria, Spain, Portugal, Belgium and Greece. A clear indication of the attraction which ANUGA exercises on the trade is to be seen in the fact that twice as many permanent passes at 10 Marks each were bought than in 1963 and during the first five days trade visitors numbered 104,000.

The exhibition catered for the entire food and beverage industry and its ancillary trades including labelling and packaging, refrigeration, shopfitting and automatic vending machines. The scope was immense and competition was fierce. The emphasis continues to be on price, quality and delivery dates, and German cash particularly is readily available for goods and firms which comply with these requirements.

Once again the organization was difficult to fault. Consequently those who went on business were able to complete it with a minimum expenditure of time and energy. This is no sprawling decentralized fair but a compact colossus.

Moving through the various halls to the national stands one noted many attractive lay-outs expressive of the landscape and architecture of the countries concerned. In one section of hall 13, the visitor was obviously in France and identifiably in Alsace or the vineyards around Epernay. In hall 6, after walking through Switzerland and Italy, one arrived in Great Britain as evinced by the ubiquitous nostalgic cup of tea served by charming sari-clad ladies from the lands of its growth. Further on, the golliwog of 'Golden Shred' fame, Mac Fisheries, 57 Varieties and many other well-known brand names confirmed the fact that this was Great Britain's most explosive eruption into an international food fair.

Some 50 British firms exhibited under the auspices of the Board of Trade in collaboration with the Food Manufacturers' Federation. A far cry from 1961 when 17 firms nervously entered the European arena. Elsewhere in the exhibition on their own stands or their agents' stands were more than 70 British firms. A grand total of some 120 exhibitors – second only in strength to France. The stand was designed by the Central Office of Information and executed by Waller and Weissenborn, a British firm, and it stood up right royally to the task imposed.

At an earlier stage of the fair which will be described later in this article, Mr. Rowan Hare, President of the Food Manufacturers' Federation, recalled that some 30 per cent of the exhibitors on the British joint stand were participating for the first time in a serious selling operation at an international fair. This presupposed to some extent that no records would be broken in so far as taking firm orders was concerned, because a third of our firms were merely testing an unknown market with no expectation of immediate results. They were, self-confessed, in for a surprise. Sample orders and inquiries flowed in steadily and many, indeed the majority of these first footers were at the receiving end and 'quite excited by the prospect which ANUGA has opened up for my firm.'

Newcomers such as the Ilchester Cheese Company, Mac Fisheries, The Simpson Ready Foods Company, Veeraswamy's Restaurant Ltd., to name but a few, returned to Britain perhaps not all with orders but certainly with increased practical knowledge and experience of this business of exporting and a satisfactory volume of inquiries from Germany and other countries 'which will receive immediate attention and keep us busy for months to come'.

The majority of our second year participants at ANUGA had tales to tell of greatly improved results compared with 1963. In the intervening two years their relations with importers and agents had been cemented, sound business had been done and these and many other factors had contributed to a very successful appearance at this year's event. For some of them the time had come to supplement existing ranges with new lines. They were successfully launched during the nine days wonder of ANUGA, and the auguries for the future are distinctly encouraging.

Success stories? Yes! One firm on the joint stand took orders worth £25,000, fully committing their overseas production for the next six months. Another did business worth £4,000, with more than a promise of a £40,000 follow-

Photographs taken on the opening day of ANUGA. In the picture on the left, Herr Lubke, President German Federal Republic and Mr. Edward Redhead, then Minister of State (Overseas), Board of Trade, visit the British joint stand. From left to right are: W. Rowan Hare, President, Food Manufacturers' Federation; Mr. E. C. Redhead; Herr Lubke; and Herr von der Heyde, director of the Cologne Fair Company. In the picture on the right Sir Frank Roberts (left foreground), HM Ambassador at Bonn, with Sir William Steward of Veeraswamy's Restaurant Ltd., samples some Indian foods. From left to right in the background are Mr. L. P. Matthews, Section Secretary of the Food Manufacturers' Federation, and Mr. D. B. Royce, Commercial Counsellor, British Embassy, Bonn.

up. Yet another exporter took an order for £5,000 which would, it was hoped, produce a regular order of £1,000 per month. And another for £7,000.

Many other orders were cagily expressed in terms of 5,000 jars, cans or cases. Thousands of loaves of granary bread were sold. The Wimpy Bar was thronged throughout the fair.

There is a demand for quails' eggs (90,000 at present, to be precise) and quail in aspic, for ox tongues, for English cake and many other foods. It will continue to be insatiable for a long time to come.

All in all it is known that orders in excess of £53,000 were placed on the joint stand during the fair. This does not include some £13,000 for marmalade and jam and around £9,000 for tinned fruits which are still subject to quotas. In themselves these figures are neither sensational nor conclusive. They merely show a healthy trend but as our exhibitors pointed out, the true value of ANUGA will only emerge in the months to come after the inquiries have been processed and fresh or repeat orders begin to come in.

The happy ending to the ANUGA 1965 story will be written by those who return to Cologne in 1967 and by what already promises to be a new record in British participation. The wisdom of this sustained effort by the Food Manufacturers' Federation will be even more apparent when Britain is on the right side of the tariff barrier.

On September 24 the Food Manufacturers' Federation gave a very successful press reception on the joint stand which was thronged with the right people. The attendance of representatives of the British press was most welcome and the resultant coverage very gratifyinf. In a brief speech Mr. Rowan Hare, President of the Food Manufacturers' Federation, referred to our exports of food and drink to Germany which in 1964 rose to £13 million and still left many openings to be exploited by the introduction of new products. The size of our participation indicated how seriously Britain's food industry accepted its part in defending the nation's economy.

The Embassy was represented at the reception by Mr. S. L. Edwards, Minister (Economic) and Mr. D. N. Royce (Commercial Counsellor).

ANUGA was officially opened on September 25 by Dr. H. C. Luebke, President of the Federal Republic, in the presence of a very distinguished gathering of Ministers, Secretaries of State and Ambassadors from Germany and abroad.

Mr. E. C. Redhead, then Minister of State (Overseas) at the Board of Trade, who spoke at the official opening ceremony, stressed our determination to correct the imbalance in Britain's external payments by the best method possible: increased exports. HM Government believed, he said, that common interest was best served by the removal of obstacles to the free flow of goods, including agricultural products and by a continuation of the movement towards a united Europe as well as by a successful conclusion to the Kennedy Round negotiations for tariff reductions. Later on in the day, the Minister of State was able to welcome to the British stand the President of the Federal Republic preceded by Pipe Major MacArthur, bagpipes a-skirling.

On September 29, Sir Frank Roberts, HM Ambassador at Bonn, paid a long visit to the joint stand during which he spoke with each of the exhibitors and received very encouraging reports of the business being done. A further official visit on September 30 was that of Mr. Pritchard, deputy chairman of the British National Export Council, who was able to see at first hand the culmination of the joint effort into which so much preparation had gone.

Last but not least was the visit which never fails and always pleases; that of Herr Theodor Bureauen, CBE, Lord Mayor of Cologne, accompanied by the directors of the Cologne Fair Company.

Mr. Roy Mason, Minister of State (Shipping) Board of Trade, visited the Central Office of Information, London, on October 6, to learn more about the Department's export publicity and other services. Shown here are Mr. Mason (right) and Sir Fife Clark, Director General of the Central Office of Information, looking at a display of photographs of the recent Commonwealth Arts Festival.

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date Last Published	Date Next Published
Outside Europe	*Oct.* 1	*Jan.* 7
Europe	*Sept.* 3	*Dec.* 3
United Kingdom	*Aug.* 6	*Nov.* 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 3557, *Germany;* 2782 *and* 2783, *France, Benelux, Italy, Austria, Scandinavia, Switzerland;* 3558, *United Kingdom, East Europe, Western Hemisphere;* 2788, *Rest of the World*) *will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*
** indicates event which is held annually at approximately the time stated.*
† indicates event which is held alternate years at approximately the time stated.

Additions to Classified Lists.

The fairs and exhibitions given below are additions to the full lists published in the *Board of Trade Journal* on October 1, September 3 and August 6 respectively.

OUTSIDE EUROPE

Addition

TULSA: INTERNATIONAL PETROLEUM EXPOSITION – May 12-21, 1966.
Apply, Martin C. Dwyer Inc., 75 E. Wacker Drive, Chicago, Illinois.

EUROPE

Addition

BELGRADE: 5TH INTERNATIONAL FAIR OF CHEMICAL INDUSTRIES – June 19-26, 1966.
Apply, Belgrade Fair, Beograd, Bulevar Vojvode Misica 14, P.O.B. No. 408.

UNITED KINGDOM

Addition

LONDON: INTERNATIONAL PACKAGING EXHIBITION PAKEX '67 – May 22-26, 1967.
† At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Norwegian newspaper to publish 'Britain—1966' supplement

'DAGBLADET', the Norwegian afternoon daily and the country's second largest newspaper, has announced that a supplement will be published with the normal issue of Saturday, April 30, to mark the British Trade Fair and Fortnight in Oslo from April 29-May 15, 1966.

The editorial will cover many aspects of Britain's social and commercial life, showing a vigorous industrial country combining tradition with a new and lively initiative. There will be no increase of the normal Saturday rate. Further information about this supplement may be obtained from the London office of *Dagbladet*, Frank L. Crane Ltd., 161 Queen Victoria Street, London, E.C.4.

115 exhibitors at Stockholm Technical Fair

THE STOCKHOLM Technical Fair (Stockholms Tekniska Mässan) opened on October 1, and the theme this year was International Transport. As last year, it was organized by AB St. Erik's Mässan, sponsored by the City of Stockholm and the Stockholm Chamber of Commerce. The demand for space in this fair from both Swedish and foreign exhibitors is increasing, although the actual number of exhibitors has decreased. The largest participation was again from West Germany, which had 168 exhibitors, followed by Great Britain with 115 and the United States with 103. Altogether there were 831 exhibitors, of which 297 were Swedish and the rest, 534, foreign.

A joint venture stand was arranged by the Board of Trade and the Birmingham Chamber of Commerce; the following 13 exhibitors took part: Roneo Limited, Ryaland Pumps Limited, BKB Electric Motors Limited, CAV Limited, Joseph Lucas Limited, Girling Limited, Bromford Iron and Steel Company, George Salter and Company Limited, Round Oak Steel Works Limited, Charles Winn and Company Limited, Mutual Company of Exporters Limited, D-Mac Limited, Ramset Fastners Limited.

The stand covered an area of about 2,000 square feet and products displayed included electric motors, industrial fasteners, steel, automobile electrical equipment, pumps, office equipment, a motor cycle, scales and industrial valves. The Birmingham Chamber of Commerce manned a general information stand throughout the Fair.

The main St. Erik's Fair hall has a total floor area of 260,000 square feet and the outside area 190,000 square feet, all of which was fully booked. The outside area had a number of interesting exhibits, including mobile cranes from the German DEMAG Co., front and side-loading fork-lift trucks from Bulgaria and heavy contractors' equipment mostly of British and German origin. Much space was occupied by SJ, the Swedish State Railways, which exhibited special purpose railway waggons in conjunction with loading and unloading equipment. Pye Telecommunications Ltd., participated for the first time with a mobile exhibition van with telecommunication equipment.

British exhibitors were satisfied with the arrangements and felt that their participation was well justified on the grounds of inquiries and orders received.

Some of the displays at the fair showing the Board of Trade stand.

British display at Copenhagen fair

THE FIRST International Trade Fair, in Copenhagen, which is open from October 15 to 24, will include a 2,250 sq. ft. British stand devoted to Welsh and Sussex products. The stand, designed and produced by the Central Office of Information, has been organized in collaboration with the Board of Trade by the Federation of Sussex Industries and the Development Corporation for Wales.

Eleven firms from Sussex will display exhibits such as wrought ironware, electronic equipment, fire extinguishers, wines and vinegars, furniture accessories, domestic dispensers, workshop and garden tools. Eight Welsh companies will show cakes and confectionery, yacht and car accessories, stationery and paper products, slide projectors, hosiery and knitwear, tapestry jackets, sailing and ski clothing. Information about other Welsh and Sussex firms will be available at the two inquiry stands manned by the Corporation and Federation respectively.

In addition to the 'joint venture' displays, a separate official information stand will be manned by the British Embassy and the British Import Union. A 'Telex' service will transmit to London any commercial inquiries needing specialist advice. A British Day will be held on October 19.

British exports to Denmark in the first seven months of 1965 totalled £75·3 million – which represented 13·5 per cent of Danish imports for that period.

Design in engineering exhibition

THE vital part played by design in upholding Britain's position as an exporting nation is reflected in the spectacular growth, in the Engineering Materials and Design Exhibition, which opened on September 13 at the National Hall, Olympia, London. The fourth exhibition in this series is larger than ever before, and for five days it provided a focal point for designers, research and development personnel, buying officers, technical directors, and all concerned with the application of new components, processes and materials within industry.

Alongside developments in alloys, plastics fastening devices and bearings, some so new that the full range of applications has yet to be established, were displayed advances in the manufacture of traditional materials and components, and all branches of engineering were represented. As in previous years, leading British and overseas designers were taking part in the 1965 Engineering Materials and Design Conference, held concurrently with the exhibition in the adjoining Conference Hall at Olympia. Theme of this year's conference was 'Designing for the Seventies – The Challenge Facing Britain's Engineering Industry' and 16 papers, covering many aspects of design, were presented.

Sponsored by the Financial Times and Engineering Materials and Design, the exhibition was organized by Industrial and Trade Fairs Ltd.

Britain's part in overseas trade promotions

THE BOARD OF TRADE supported special promotion of British goods in some 50 overseas department stores each year throughout the United States, Canada, Australia and in the main European centres. In addition there were staged full-scale British weeks – this year in Amsterdam and Milan – in which virtually every shop took part and where, on average, 700/800 British manufacturers of consumer goods got them to the point of sale.

This was said by Mr. E. C. Redhead, then Minister of State (Overseas), Board of Trade, when he spoke at the inaugural dinner of Riceman's of Canterbury's 'British Month' on October 8. Continuing the Minister said: 'The people overseas invite us to their stores and cities. We do not buy space or put up exhibition stands for the privilege of showing our goods. The overseas stores buy them on normal terms, and often compete to lay in stocks and make special displays.

'This is not all,' added the Minister. 'Britain takes part in trade fairs and exhibitions all over the world, where our industries can display a wide range of their goods. To assist British firms in all these activities, the Board of Trade is spending over £1,100,000 in the current financial year . . . It is a fact that our goods of all kinds, from foodstuffs to furniture, are being enthusiastically re-ordered as a result of these promotions.'

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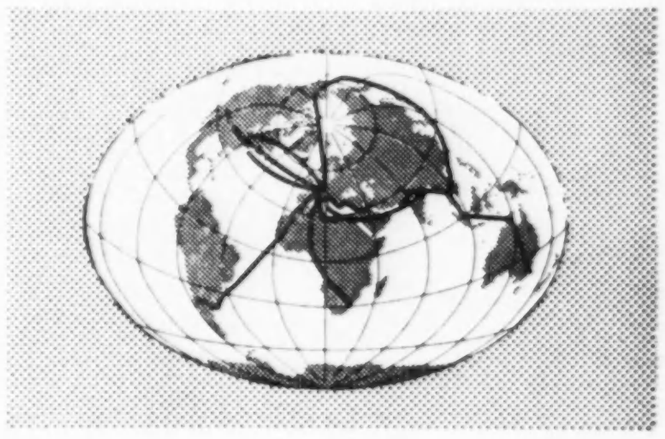
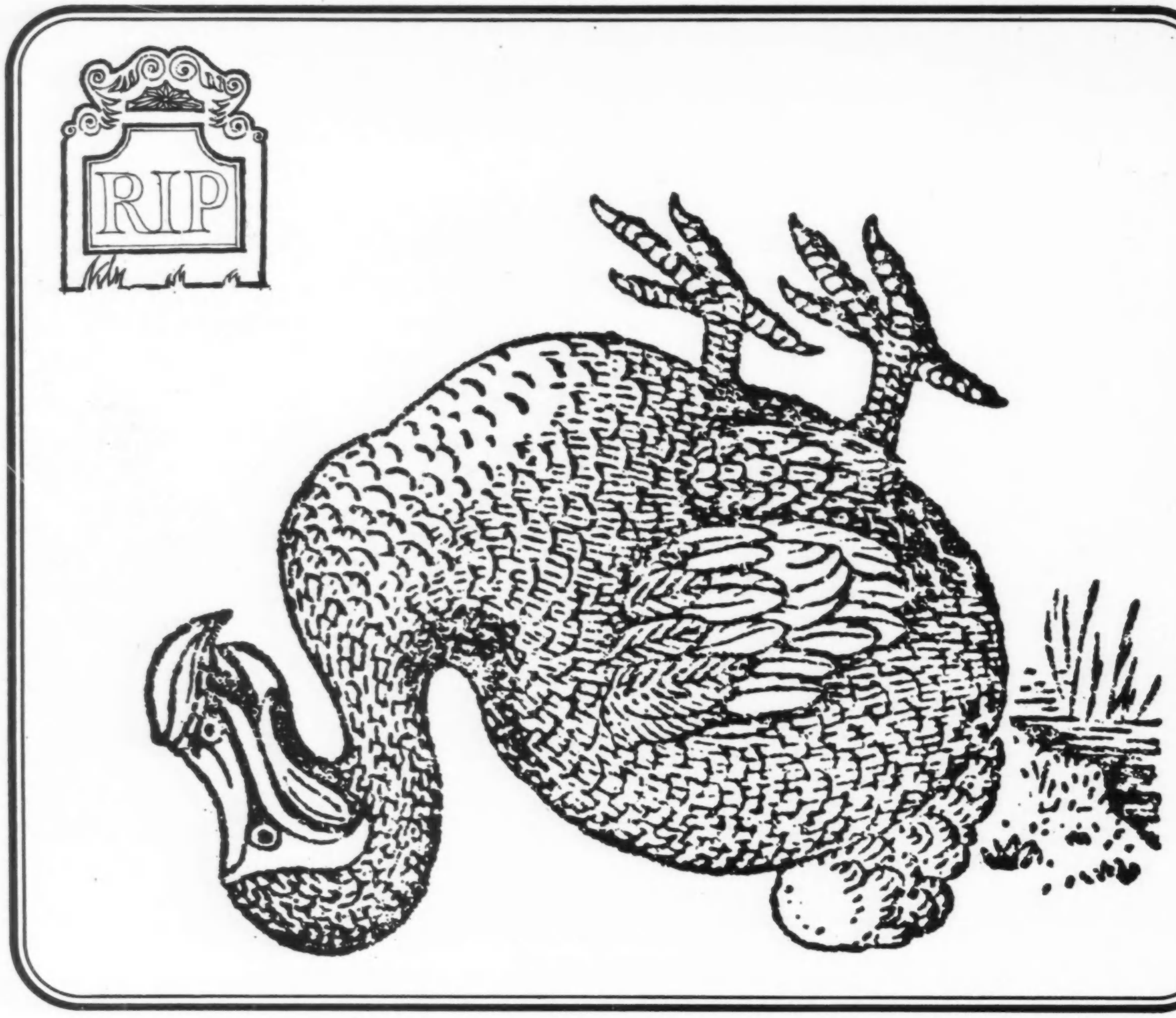


Lufthansa

London, 29 Piccadilly, W.1. HYDe Park 8232
Manchester, 23 John Dalton St., DEAnsgate 6241
Birmingham, 115/117 Colmore Row, CENtral 2140
Glasgow, 26 Bothwell Street, Central 7132/3
Dublin, 16/17 Lower O'Connell St., Dublin 47751/2



but is the Dodo really dead?

It all depends! If it happens to be :
DIDUS INEPTUS, a large bird with rudimentary wings, formerly found in Mauritius in great numbers—the answer is 'Yes'. And, in our view, no great loss either. It was slow, cumbersome, and probably uneconomical to breed. But if you mean ;

DRIVE ON DRIVE OFF

or, in short, DODO the operation which has made TFS famous — well that's a very different matter. Drive-On, Drive-Off is not only very much alive but is growing sprightlier with every passing month. And there's certainly nothing slow about our DODO. In fact, it is certainly the slickest, most efficient and, in the long run, cheapest way of exporting goods to Europe and Ireland. As for economy. Well, look at it this way. Shipping by DODO means that goods are. untouched by hand from factory floor to customer's door. Less packaging costs . . . no loss through damage or theft . . . quicker deliveries. And that, in turn, means increased business and greater profits. Yes ! Undoubtedly DODO is very much alive. 'Phone TFS now and check.

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Overseas Trade and Exports

WEST EUROPEAN MARKET PLACE—5

Fairs in Germany

This is the fifth in a series of articles on several West European countries which will be published during the next few months. A previous article (September 24) dealt with Germany as a market for British goods.

'BRITISH FIRM takes £100,000 worth of orders at 13th Interstoff'; 'British exhibitors in strength at the Hanover Fair'; 'British success at German footwear exhibition'; 'Hard work, but good business at Frankfurt and Offenbach'; 'British success at Nuremberg Toy Fair'. All these are headlines of reports on British participation at international fairs in the Federal Republic of Germany in the first half of 1965. And there is no exaggeration. Time and again it has been said that a particular fair in Germany is *the* place to exhibit.

While it is the main purpose of this series of articles to draw attention to the German market, it should be made clear right away that by exhibiting in Germany, not only can sales be made to the Germans, but also to the Danes, Swedes, (it is noticeable that buyers from EFTA countries are always much in evidence) Egyptians, Japanese, South Americans – yes, and even to Britain. According to a German report on a recent International Fashion and Sales Week in Düsseldorf, the exhibition was visited by some 24,000 buyers from 25 countries – and this is not a record.

For Germany is one of the leading countries in the world for fairs and exhibitions. The German Industry's Trade Fairs and Exhibitions Committee lists no less than 67 major fairs in 1965, and it is undoubtedly true that the facilities offered at such major fair centres as Cologne, Frankfurt, Düsseldorf and Hanover are superior to those available in the United Kingdom – and these facilities are being improved and extended all the time. It is not irrelevant to mention that the various Fair Authorities are run, with municipal participation, on a strictly commercial basis, each competing with the other for new ventures and new business.

Apart from the sales possibilities which undoubtedly exist at all these fairs both for firms which have been in the market for some time and those which are anxious to get into it, they provide of course, especially for firms in the latter group, a first class opportunity for an assessment of the market and the competition, and the possibility of getting one's name known in the right circles. These benefits are not so readily obtained, however, by representatives of the firms – and there are a number – who sit at the back of their stands and lament the lack of interest in their products.

Book well in advance

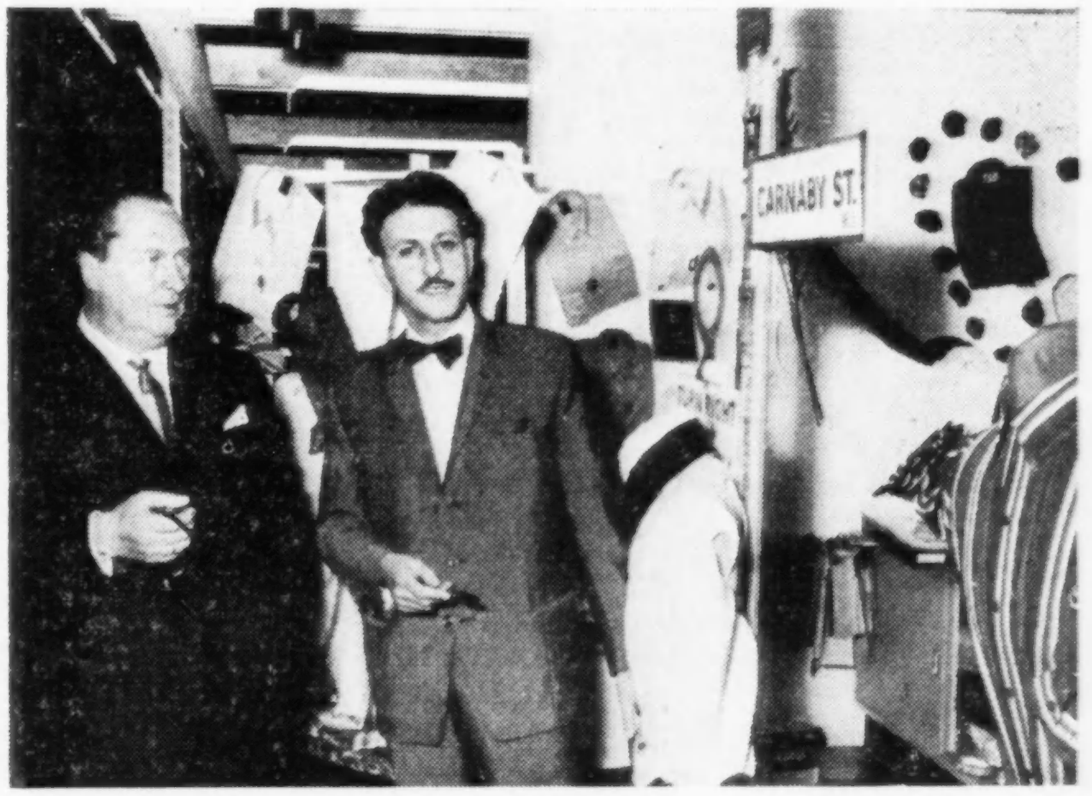
It is important that those who wish to exhibit at any fair in Germany should book space well in advance, for demand is heavy. Many of the large German firms book the same space regularly years in advance.

Costs, of course, vary from fair to fair, and from place to place, and details can be obtained from the Fair Authorities themselves, from their agents in London – whose names appear regularly in this Journal – or from Export Promotion and Fairs Branch of the Board of Trade, who will gladly help with your problems.

In certain cases, in order to assist firms to explore new markets, the Board of Trade, in consultation and co-operation with the appropriate trade association organizes joint venture displays at suitable international trade fairs, in which each participating firm has its own stand. Most of the cost of these ventures is met from Government funds, especially on the first occasion. Tapering assistance is given to individual members on the second and third occasions. Further details

(*Continued on page* 913)

All types of British sports goods were on show at the 1964 *International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture.*



British exhibitors showed their latest fashions during the International Men's Fashion Week at Cologne in August 1965.

COLOGNE INTERNATIONAL TRADE FAIRS AND EXHIBITIONS

BUYERS from all over the world attend the international specialised Trade Fairs held in Cologne.

These Fairs offer an excellent opportunity of establishing export outlets on the Continent and in all parts of the World.

EVENTS TO BE HELD IN 1966

Furniture Fair	25 – 30 January	IFMA — Bicycle and Motor Cycle Exhibition	24 – 28 September
Household Goods and Hardware Fair	3 – 6 March	PHOTOKINA — World Fair of Photography	1 – 9 October
Babies' and Children's Fair	22 – 24 April	Babies' and Children's Fair	14 – 16 October
Men's Fashion Week	26 – 28 August	SPOGA — Trade Fair of Sports Goods, Camping Equipment and Garden Furniture	23 – 25 October
Household Goods and Hardware Fair	9 – 11 September		
Fair of Lingerie, Foundation Garments and Underwear	15 – 18 September		

Information, passes (at reduced U.K. rates) from:

H. E. MELSOM, Esq., M.B.E., Cologne International Trade Fairs,
Room 229, Abbey House, Victoria St., S.W.1

German Trade Fairs- Worldwide Markets

In these days when distances are practically of no importance and borders no longer a hindrance, the pattern of trade and industry changes swiftly. Therefore, it is more important than ever to be informed today about tomorrow's prospects and market progress. To demonstrate such progress and provide first-hand information is the basic purpose of German Trade Fairs.

A visit will prove that in the dynamic and truly international atmosphere of the German Trade Fairs you can gain new, valuable ideas and make important contacts.

You are cordially invited.

The German Trade Fairs are worldwide markets for consumer and capital goods. One reason for their attraction is the fact that they are specialised trade and technical events arranged for experts. At least one fourth of the exhibitors, sometimes as many as 50 per cent and more, come from abroad. The visitors are thus offered a comprehensive survey of international supply and the trends of the world markets. Equally important aspects are the establishment of personal contacts and the infinite possibilities available for multilateral business transactions.

Full details from:
Embassy of the Federal Republic of Germany, 23 Belgrave Square, SW1
Telephone: BELgravia 5033
Ausstellungs- und Messe-Ausschuss der Deutschen Wirtschaft e.V
31a Engelbertstrasse, 5 Cologne
Telephone: 21 90 91/92

Germans enjoy a meal in an 'English' Wimpey Bar in Berlin, one of two recently opened in Germany. A replica of a Wimpey Bar was also created for the Fine Foods Fair which opened in Cologne on September 25.

are available from your trade association or from the Board of Trade.

Participation in trade fairs – perhaps after visiting one or two in order to judge their appropriateness for the particular product in question – can be rewarding. But it is not sufficient merely to book space and leave the rest to chance. If it is a question of participating in a Board of Trade joint venture scheme, much of the work is taken off the manufacturers' hands – the Board conducts negotiations with the Fair Authorities, the Central Office of Information designs and supervises the erection of the stand – which must be of high quality in order to compete with the generally high standard of display at German fairs – and arranges for payment to be split amongst participants. The Board, in preliminary meetings, also advises exhibitors as to what their own preparations should be. The questions here include preparation of literature in the German language, and other main European languages too, price lists in Deutschmark and other leading currencies, tariff information and compliance with general regulations, e.g. for foodstuffs. Interpreters, too, may be necessary unless there is a German-speaking member of the firm available. Moreover one must let the right people know in advance where one will be and what one will be showing if they are to be attracted to come and see the stand.

The right men on the stand

These preparations may sound straightforward and commonsense, but it still happens that after three days at a fair, an exhibitor asks 'What is the import duty into Germany for my product?' Similarly, the Sales Manager of a large British company proved unable to quote a price for 10,000 of his company's products to the Chief Buyer of a mail-order house. It is important that any stand should be manned by someone of sufficient calibre and given sufficient latitude to take immediate decisions.

But the story should not end with participation in a Fair. This is only a means to an end and with the right follow-up action, not in twelve months time but immediately on return to the United Kingdom, it could well be the beginning of a profitable link with this large and continuously expanding market and very probably with other markets too.

Visitors to the International Cycle and Motor Cycle Exhibition in Cologne last year saw exhibits in the joint venture display arranged by the British Cycle & Motor Cycle Industries Association and the Board of Trade.

It is not inappropriate to close this article with an extract from a leading article from an issue of the *Hardware Trade Journal* earlier this year which refers to participation in Fairs in Cologne.

'Professional market research abroad is expensive, but, like other do-it-yourself operations, can be carried out by the firm itself at considerably less cost. The Board of Trade's commercial counsellors are always willing to help with useful advice, but one of the best exercises is to exhibit in a foreign fair. That is why the Cologne fairs are now attracting so many British firms. Exhibiting in a joint enterprise, assisted by the Board of Trade, reduces costs considerably and enables any firm to test the market before embarking on a wider sales campaign'.

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TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Rumania

QUOTA LISTS relating to the trade arrangement between the United Kingdom and Rumania for the period October 1, 1965, to September 1, 1966, have now been agreed. Details of the new quotas are set out below.

Rumanian goods for import into the United Kingdom during the period October 1, 1965, to September 30, 1966

Item No.	Description	Value (£'000) or Quantity
1	Clover seeds (in accordance with United Kingdom Government quality standards)	100
2	Horsemeat	50
3	Chilled and frozen beef including offals and organs	1,000 tons
4	Pork meat including offals and organs	p.m.
5	Bacon	1,000 tons
6	Canned beef	100
7	Canned pigmeat (other than ham and pork loin)	50
8	Canned ham	10
9	Salami	25
10	Game and venison	p.m.
11	Poultry	p.m.
12	Fully cooked poultry (including canned boneless poultry)	30
13	Rabbit meat	30
14	Other meat products	p.m.
15	Fresh vegetables excluding onions and shallots, garlic, potatoes and tomatoes	40
16	Onions and shallots and garlic (*of which* not more than 100 tons of onions to be imported between August 1 and November 30)	1,150 tons
17	Fresh tomatoes (*of which* not more than 50 tons to be imported between May 1 and October 31)	160 tons
18	Dehydrated and dried vegetables (other than mushrooms)	85
19	Dehydrated and dried mushrooms	30
20	Frozen vegetables (*of which* not more than 40 tons for peas)	85 tons
21	Tomato puree	125
22	Canned tomatoes	200
23	Canned vegetables, other than tomatoes (*of which* not more than £50,000 for peas, beans and carrots)	100
24	Canned ready-made dishes containing both meat and vegetables	30
25	Cucumbers, pickled or in brine	40
26	Pickled paprika and tomato paprika	20
27	Onions, pickled or in brine	25
28	Vine leaves	5
29	Sauerkraut	15
30	Fresh fruit (*of which* not more than 60 tons for apples and pears *of which* not more than 15 tons to be imported between July 2 and December 31)	30
31	Grapes	30
32	Dried fruit	50
33	Walnuts and walnut kernels	250
34	Frozen fruit	75 tons
35	Fruit pulp and fruit puree excluding pulp and puree of strawberry and raspberry	1,000 tons
36	Tomato juice, fruit juices and syrups	60
37	Canned fruit (*of which* not more than £10,000 for strawberry, raspberry, apple and plum)	70
38	Jams and jellies (*of which* not more than 800 tons for strawberry, raspberry, blackcurrant and plum)	1,300 tons
39	Wine	300
40	Other alcoholic beverages	50
41	Butter	325 tons
42	Honey	120
43	Sturgeon, fresh, frozen, salted or smoked	20
44	Canned fish	10
45	Caviare and frogs legs and crawfish tail frozen and in brine	25
46	Chocolate and sugar confectionery	100
47	Cheese	50
48	Spaghetti, macaroni, noodles and vermicelli	20
49	Beech cases and parts	100
50	Softwood cases and parts	p.m.
51	Wooden barrels and parts	50
52	Wooden furniture and parts	300
53	Bentwood chairs and parts	325
54	Wickerwork furniture	10
55	Wooden school requisites (other than pencils)	40
56	Wooden sport goods (other than fishing tackle)	10
57	Wooden boats	10
58	Wooden articles for the textile industry	10
59	Domestic woodware including toothpicks	30
60	Wooden musical instruments, accessories and parts	30
61	School exercise books	15
62	Paper bags and paper sacks	30
63	Paper and paper board manufactures not elsewhere specified	25
64	Synthetic rubber	50
65	Calcium carbide	150
66	Plastic materials and products including but not limited to PVC and PVC products, not elsewhere specified	300
67	Nitrogenous fertilizers, subject to type	250
68	Chemicals including but not limited to methanol and polystyrene, subject to type	600
69	Pharmaceutical chemicals, subject to type	120
70	Toilet preparations	20
71	Tractors	50
72	Complete installations and industrial equipment	100
73	Road and building machinery	50
74	Machine tools	20
75	Electrotechnical products including electric motors	100
76	Microscopes and binoculars, medical and surgical instruments, equipment and appliances (including parts)	20
77	Sewing machines and parts	10
78	Bicycles and parts	5
79	Domestic scales	5
80	Electric wires and cables	10
81	Aluminium oxide	10
82	Sanitary articles	20
83	Marble	20
84	Cement	100
85	Mechanically drawn window glass	50
86	Domestic glassware, undecorated or decorated (*of which* not more than £55,000 for cut and decorated glassware by etching, engraving or intaglio and gold enamel)	120
87	Tableware of china, porcelain or earthenware	25
88	Christmas tree decorations	10
89	Man-made fibres, subject to type	180
90	Cotton and man-made fibre fabrics (*of which* not more than £30,000 for cotton)	140
91	Silk fabrics	15
92	Hosiery and knitwear (other than gloves)	170
93	Leather clothing	65
94	Leather gloves	27·5
95	Other clothing, excluding fur clothing and clothing containing lace or lace net (*of which* not more than £70,000 for cotton clothing)	165
96	Linen tea towels and towelling	20,000 square yards
97	Manufactures of linen other than tea towels and towelling not elsewhere specified	8
98	Manufactures of hemp	10
99	Footwear, with uppers of leather	500
100	Carpets and rugs (*of which* not more than £100,000 for carpets of a c.i.f. value of less than £5 per square yard)	200
101	Toys and games	40
102	Handicrafts (textiles other than clothing)	20
103	Handicrafts (wooden and ceramic)	10
104	Leather articles	15
105	Shopping bags, baskets and other articles of vegetable fibres, plastic and other plaiting materials (*of which* not more than £3,500 for willow, cane and wicker)	50
106	Matches	10
107	Books and periodicals	50
108	Gramophone records	10
109	Alabaster products	10
110	Ball bearings	20
111	Rubber tyres and tubes	200
112	Miscellaneous goods including but not limited to: Musical scores; Magnetic tape; Stamps; Pictures and prints	125
113	Tobacco leaves	50 (a)
114	Chipboard	150 (a)
115	Bleached cellulose made of rush	500 (a)
116	Films	20 (a)

p.m. *pro memoria.*
(a) Goods under Open General Licence.

United Kingdom goods for import into Rumanian during the period October 1, 1965, to September 30, 1966

Item No.	Description	Value £'000
1	Pedigree livestock	65
2	Miscellaneous agricultural and food products of United Kingdom origin or manufacture, including but not limited to dairy products, including nisin, pectin, cereal breakfast foods, fish of all descriptions, cod liver oil, vegetable oils, coffee extracts and essences, chocolate and sugar confectionery	110
3	Whisky and other potable spirits	30
4	Wool tops, noils and waste	575
5	Essential oils and flavouring essences	10
6	Toilet preparations and aromatic materials	5
7	Chemicals, including but not limited to pharmaceutical chemicals and goods (including dressings), dyestuffs, paints and pigments, enamel colours for glass and pottery, liquid gold, liquid platinum and lustres, gelatine, glue and size, plastic materials (including sheeting and transparent cellulose film), catalysts, fatty alcohols, stearine, oleine and other fatty acids, 85% magnesia or calcium silicate insulation, nickel compounds and lead alkyl compounds, magnesium chemicals (including light magnesium oxide, light magnesium carbonate and magnesium hydroxide)	810
8	Leather and dressed furs and manufactures thereof (other than clothing)	10
9	Rubber products, including but not limited to tyres and tubes, covered and uncovered rubber thread, synthetic rubber, and surgical rubber goods	125
10	Veneers of exotic wood	10
11	Wool yarns	20
12	Woollen piece-goods	50
13	Cotton yarns and cotton and man-made fibre piece-goods	50
14	Man-made fibres	110
15	Man-made fibre yarns and threads, including non-tarnishing metallic yarns	75
16	Linen and silk yarns and threads and manufactures thereof	5
17	Lace and lace net	10
18	Leathercloth and table oil baize	p.m.
19	Cordage, cables, ropes and twine	20
20	Tyre cord and tyre cord fabric	500
21	Refractory materials, not elsewhere specified, including refractory construction materials	100
22	Crucibles and crucible furnaces	20
23	Electric carbons	30
24	Asbestos manufactures (excluding asbestos cement goods and brake and clutch linings)	80
25	Abrasives of all kinds, including those used for glass grinding	10
26	Aluminium foil	10
27	Semi-fabricated non-ferrous metals, not elsewhere specified, including aluminium blocks	60
28	Safety razors and safety razor blades	10
29	Resistance welding and brazing alloys	10

Item No.	Description	Value £'000
30	Engineers' small tools, portable power tools and hand tools	30
31	Factories, plants, machinery, including but not limited to machine tools, contractors' plant, printing and allied machinery and equipment (including engraving plates therefor), glass working machinery, brick, tile and pottery machinery, boot and shoe, leather-working and tanning machinery, pulp and paper machinery, textile machinery including sewing machines, chemical and oil refining plant, plastic and rubber working machinery, food and drink preparing machinery, packaging machinery, mechanical handling equipment, heavy electrical equipment, office machinery including data processing equipment, weighing machinery, tobacco machinery, brush making machinery	4,800
32	Iron and steel (including pipes and tubes, plates, sheet, tinplate, reinforcing bars, drawn high-speed steel, soft black steel wire, cold-rolled strip)	550
33	Internal combustion engines (excluding those for motor vehicles), engine driven generating sets, pumps and compressors and valves therefor	60
34	Agricultural machinery, including tractors and horticultural machinery and dairy machinery	100
35	Radar, radio and television apparatus including valves and components, and tape recording equipment	100
36	Electro medical apparatus and X-ray equipment	10
37	Electric cables, wires, strips and strands	50
38	Electric railway locomotives	p.m.
39	Motor cars, industrial and commercial vehicles (including automotive cranes) and automotive internal combustion engines and parts and accessories therefor	275
40	Aircraft, aero-engines and aircraft equipment	p.m.
41	Clothing (including knitwear), headwear and footwear	25
42	Scientific and industrial instruments, gauges and measuring instruments, industrial electronic equipment and components, ophthalmic and optical goods, photographic and cinematographic equipment, medical, surgical, dental and veterinary instruments, equipment and appliances and other dental goods (including artificial teeth), and hearing aids	300
43	Technical and scientific photographic materials and chemicals	10
44	Exposed cinematograph film	20
45	Books and periodicals	25
46	High purity metals and spectrographically standardized substances	10
47	China clay	50
48	Paper, paperboard, and manufactures thereof	50
49	Miscellaneous goods, including but not limited to: Gramophone records, both for teaching and for entertainment, recording tapes and recording blanks; Musical instruments and pianos; Sports goods, toys and games; Lanolin; Stationery and office requisites; Pictures and prints; Artists' colours; Bicycles, motor cycles and parts therefor; Clocks and watches; Polishes; Domestic electrical appliances; Self-adhesive tapes; Mechanical lighters; Cutlery and flatware; Hollow-ware.	100

p.m.: *pro memoria.*

British commercial representatives overseas

Change of address

UNITED STATES

Miami (C) – Mr. W. H. Adams, OBE, HM Consul, British Consulate, 932 Ingraham Building, 25 S. E. Second Avenue, Miami, Florida 33131. (Tel. 371-7544/46).

INDUSTRIAL FILM CATALOGUE

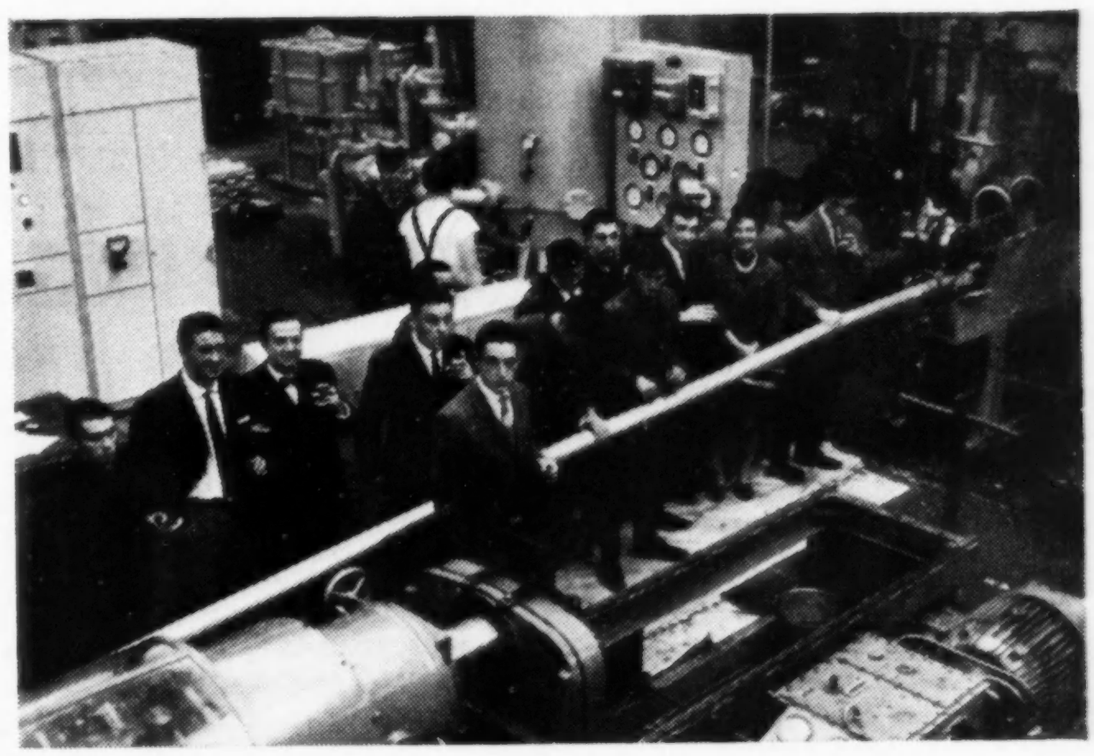
A new (1964–65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from the Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W3. Price 4s. post free.

OVERSEAS VISITORS SEE BRITISH INDUSTRIES

Mrs. F. Karume (left), wife of the President of Zanzibar, accompanied by Mrs. J. Maulidi, during a recent visit to Proprietary Perfumes Ltd.'s international perfumery centre at Ashford, Kent.

Three Russian visitors were present when the Lord Mayor of Sheffield inaugurated the Firth Brown Good Housekeeping Week recently. From left to right are Sir Charles Sykes, executive chairman; Lady Mayoress; Mr. A. Broomhead, managing director; one of the Russian visitors and the Lord Mayor, Alderman J. S. Worrall.



Students of the Bilbao Mining and Metallurgical College who were touring British electrical, engineering and manufacturing concerns made a visit on October 1 *to British Insulated Callender's Cables Limited Power Cables Division's Erith Works, Belvedere.*

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ALGERIA

(200/65) Pre-Disinfected Rags for Algiers Public Transport Department. October 30. E.S.B. 35740/65.

ARGENTINA

(200/65) Laboratory Equipment for University of Buenos Aires. November 18. E.S.B. 36049/65.*

AUSTRALIA

(199/65) Transformers for Electricity Commission of N.S.W. November 15. E.S.B. 35714/65.*
(200/65) Laboratory Equipment for Postmaster-General's Department. November 4. E.S.B. 35793/65.*
(201/65) Transformers for Electricity Trust of South Australia. November 16. E.S.B. 35792/65.
(200/65) Transmission Line Equipment for State Electricity Commission of Victoria. (Further Information.) Closing date postponed to November 29. E.S.B. 29454/65.
(201/65) Power Transformers and Accessories for Snowy Mountain Hydro-Electric Authority. February 23, 1966. E.S.B. 35713/65.*
(200/65) Transformers for Northern Electric Authority of Queensland. November 10. E.S.B. 36018/65.

BRAZIL

(199/65) Construction of a Hydro-Electric Plant for Centrais Electricas de Minas Gerais S.A. (Pre-Qualification.) E.S.B. 35735/65.

BURMA

Electricity Supply Board:
(198/65) Overhead Line Equipment. November 22. E.S.B. 35493/65.*
(198/65) Transformers and Switchgear. November 26. E.S.B. 35491/65.*
People's Stores Corporation:
(199/65) Locomotive Rubber Fittings. November 17. E.S.B. 35496/65.*
(199/65) Batteries. November 5. E.S.B. 35704/65.*

BURUNDI

(197/65) D.D.T. for Ministere de l'Agriculture et de l'Elevage. October 30. E.S.B. 35451/65.

CEYLON

(201/65) Brass Ingots for Ceylon State Hardware Commission. November 24. E.S.B. 36048/65.*
(197/65) Construction of a Harbour for Ceylon Fisheries Corporation. November 12. E.S.B. 33299/65.
(200/65) Tools for Colombo Municipal Council. November 10. E.S.B. 35751/65.
(200/65) Gum Boots for Ministry of Finance. November 16. E.S.B. 35779/65.
Ministry of Health:
(196/65) Pharmaceuticals. (Further Information.) Tender document now available. E.S.B. 33296/65.*
(200/65) Sewerage Scheme. November 30. E.S.B. 35750/65.
(200/65) Light Fittings and Materials for State Engineering Corporation. January 12, 1966. E.S.B. 35791/65.*

CHILE

Servicio Nacional de Salud:
(200/65) Radiological Equipment. October 31. E.S.B. 36044/65.*
(200/65) Ambulances. October 31. Tender documents (in Spanish) available. E.S.B. 36045/65.*

COSTA RICA

(196/65) Telecommunication Equipment for El Instituto Costarricence de Electricidad. November 23. Tender documents (in Spanish) available. E.S.B. 35434/65.*

UAR (EGYPT)

(199/65) Pumping Stations for Ministry of Irrigation. November 22. E.S.B. 35707/65.*
(199/65) Paper Tape for Radio Communication Administration. November 30. E.S.B. 35706/65.*
Egyptian Railways:
(199/65) Insulating Boards. November 9. E.S.B. 35499/65.
(199/65) Track Tamping Machines. November 24. E.S.B. 35703/65.
(198/65) Machine Tools. December 6. E.S.B. 35702/65.
(198/65) Permanent Way Equipment. November 27. E.S.B. 35701/65.
(198/65) Chromium Nickel Steel. November 13. E.S.B. 35500/65.

FORMOSA

Central Trust of China:
(197/65) Caustic Pump. October 27. E.S.B. 35465/65.*
(197/65) Saw Blades. October 29. E.S.B. 35464/65.*
(197/65) Pipes and Fittings. October 29. E.S.B. 35463/65.*
(197/65) Presses. October 28. E.S.B. 35459/65.*
(197/65) Grid Casting and Trimming Machine. October 29. E.S.B. 35455/65.*
(197/65) Coin Manufacturing Machinery. November 10. E.S.B. 35454/65.*
(197/65) Testing Equipment. October 28. E.S.B. 35453/65.*
(198/65) Flow Meters. October 28. E.S.B. 35469/65.*
(198/65) Rolling Stock Equipment. November 5. E.S.B. 35467/65.*
(199/65) Steel Plates. October 29. E.S.B. 35470/65.*
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(200/65) Pharmaceuticals. November 5. E.S.B. 36022/65.*
(200/65) Scientific Equipment. November 8. E.S.B. 36024/65.*
(200/65) Autoclave. November 3. E.S.B. 36023/65.*
(200/65) Steel Pipes and Plates. November 5. E.S.B. 36025/65.*

FRANCE

(198/65) Paper and Office Supplies for Council of Europe. November 16. E.S.B. 35477/65.

GERMANY (FEDERAL REPUBLIC OF)

(197/65) Camouflage Nets for Joint Purchasing and Contracting Officer, Headquarters Northag. November 1. E.S.B. 35435/65.*

GREECE

(200/65) Railway Equipment for Free Zone and Port of Thessaloniki. November 12. E.S.B. 35789/65.*
(200/65) Ticket Printing Machine for Hellenic State Railways. October 29. E.S.B. 35746/65.*

HONG KONG

(200/65) Raincoats for Controller of Stores. October 29. E.S.B. 36001/65.*
Government Tender Board:
(197/65) Castings. October 29. E.S.B. 35448/65.*
(200/65) Cordage. November 5. E.S.B. 35800/65.*

INDIA

Andhra Pradesh State Electricity Board:
(200/65) Transformers. (Further Information.) Closing date postponed to December 17. E.S.B. 31310/65.*
(201/65) Transformers and Switchgear. (Further Information.) Tender documents now available. E.S.B. 33552/65.*
Beas Purchase Organization:
(196/65) Drilling Equipment. (Further Information.) Tender documents now available. E.S.B. 33541/65.
(200/65) Drive Shoes. December 6. E.S.B. 36042/65.*
(199/65) Tubes for Bombay Port Trust. (Further Information.) Tender documents now available. E.S.B. 34133/65.*
(198/65) Ash Handling Plant for Calcutta Electric Supply Corporation Ltd. (Further Information.) Closing date postponed to November 10. E.S.B. 32075/65.*
Directorate of Supplies and Disposals:
(199/65) Lathe. November 2. E.S.B. 35721/65.*
(199/65) Printing Machinery. November 19. E.S.B. 35731/65.*
(200/65) Tool Steel. November 11. E.S.B. 36037/65.*
(200/65) Printing, Stitching Machines etc. November 12. E.S.B. 36038/65.*
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(197/65) Welding Equipment for Hydel Uhl Construction Circle. November 20. E.S.B. 35420/65.
(197/65) Cranes for Hydro Electric Construction Projects. October 28. E.S.B. 35417/65.
(201/65) Lead for Kerala State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 34520/65.*
(196/65) Erection of Penstocks Etc. for Madras State Electricity Board. (Further Information.) No foreign exchange will be made available for this tender. E.S.B. 34188/65.
Maharashtra State Electricity Board:
(199/65) Lightning Arrestors. October 29. E.S.B. 35710/65.
(199/65) Electrical Equipment. November 15. E.S.B. 35711/65.
Mysore State Electricity Board:
(197/65) Electrical Testing Equipment. November 18. E.S.B. 35414/65.
(197/65) Electrical Instruments. November 15. E.S.B. 35413/65.
(197/65) Electronic Testing Equipment. November 8. E.S.B. 35415/65.
(200/65) Dam Construction for Mysore State Public Works. Closing date not known. E.S.B. 36040/65.
(197/65) Tractor Shovel for National Coal Development Corporation. October 28. E.S.B. 35450/65.*

(*continued on page* 919)

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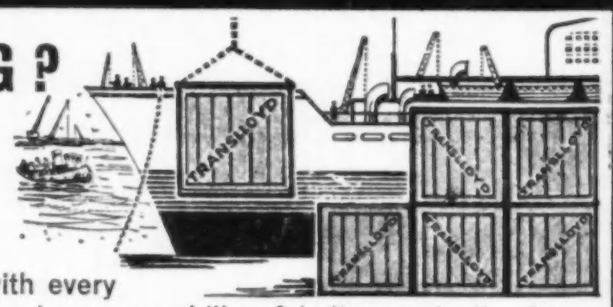

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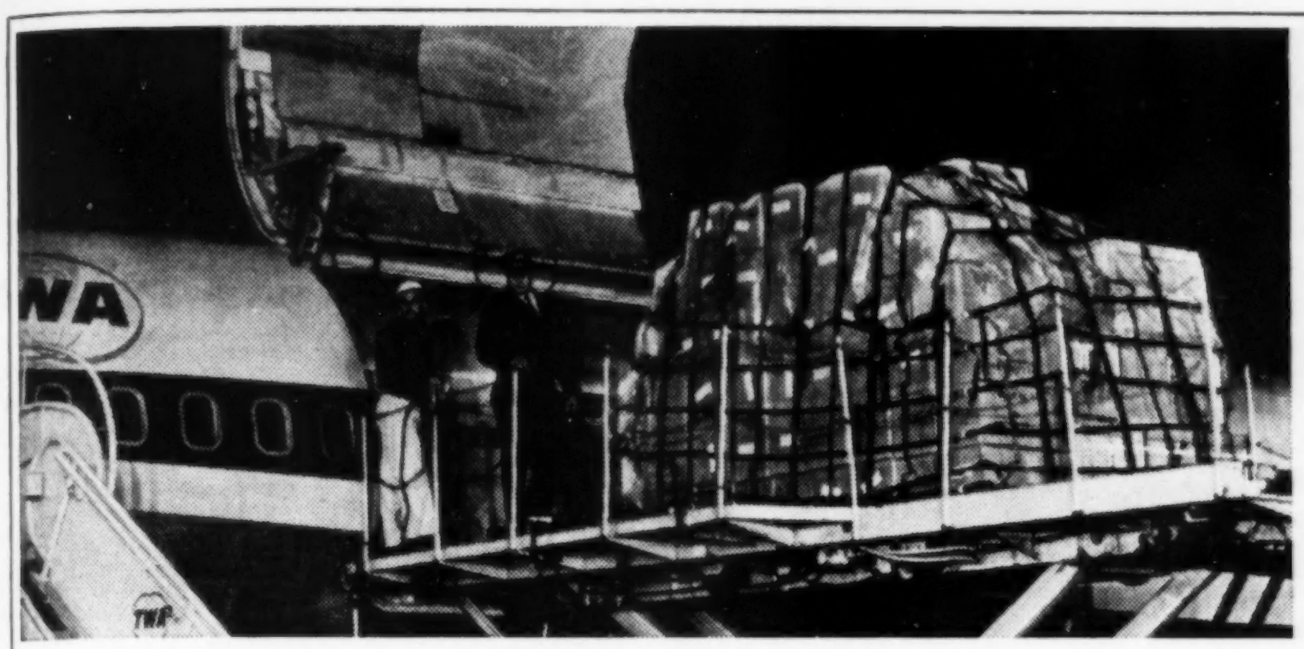

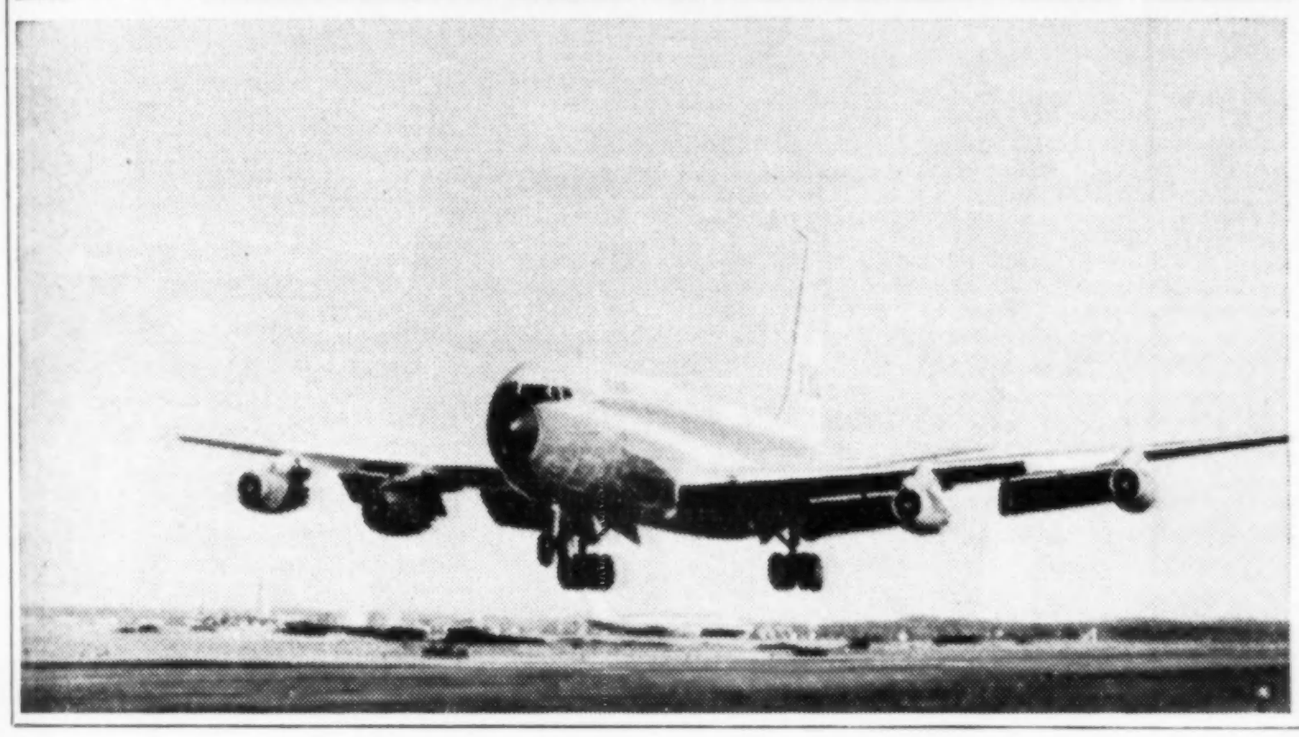

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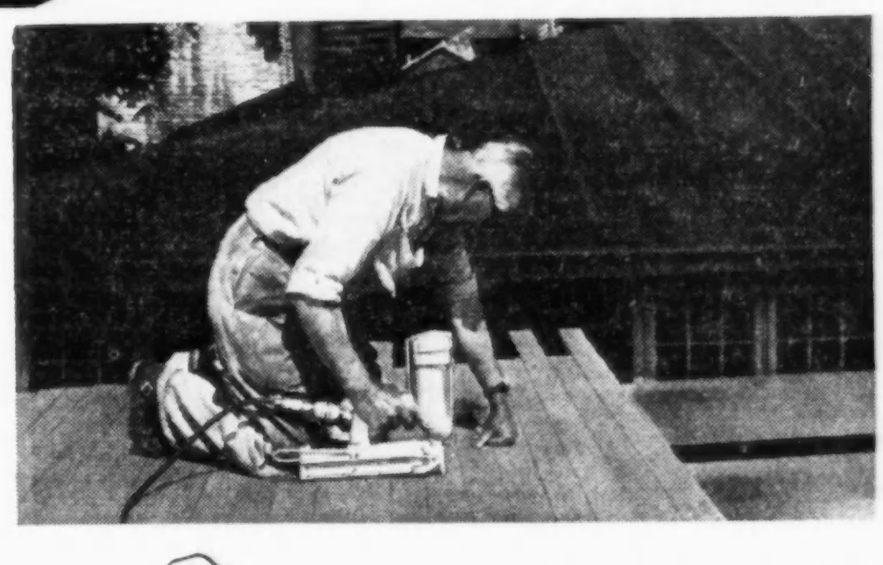

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IRAN

(199/65) Metal Tunnel Supports for Steel Corporation of Iran. December 14. E.S.B. 35490/65.*
(199/65) Metal for Iran Factories Company. (Further Information.) Closing date postponed to November 22. E.S.B. 29157/65.*
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(199/65) Wire. November 22. E.S.B. 35497/65.*
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(199/65) X-ray Equipment and Processing Equipment for African Iraqi Trading Co. November 6. E.S.B. 35723/65.*
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(196/65) Spare Parts for Switchboard. (Further Information.) Closing date now November 13. Tender has been re-issued. E.S.B. 22147/65.*
(196/65) Leather Board Plant. (Further Information.) Closing date now November 20. Tender has been re-issued. E.S.B. 19392/65.*
(199/65) Cooking Units. November 20. E.S.B. 35724/65.*
(199/65) Leather Board Plant. November 20. E.S.B. 35725/65.*
(199/65) Spare Parts for Burners. (Further Information.) Specifications and conditions now available. E.S.B. 35290/65.*
(199/65) Machine Tool. (Further Information.) Tender documents now available. E.S.B. 35291/65.*
Government Oil Refineries
(198/65) Steel Pipes. October 30. E.S.B. 35718/65.
(199/65) Oil Storage Tanks. Octobr 27. E.S.B. 35719/65.
(200/65) Tinplate. November 6. E.S.B. 35726/65.*
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Oil Planning and Construction Administration:
(199/65) Carbon Steel Pipes. October 27. E.S.B. 35727/65.*
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Ministry of Municipal and Rural Affairs:
(200/65) Water Supply Scheme. Closing date postponed to November 23. E.S.B. 34110/65.
(201/65) Staying Equipment. November 2. E.S.B. 36072/65.
(201/65) Water Supply Scheme. December 7. E.S.B. 36069/65.
(201/65) Taxi Meters. December 26. E.S.B. 36071/65.

IRISH REPUBLIC

(200/65) Miscellaneous Stores for Coras Iompair Eireann. October 27. E.S.B. 36056/65.
(201/65) Fire Appliance for Corporation of Drogheda. November 3. Tender documents now available. E.S.B. 35790/65.
Cork County Council:
(201/65) Pumping Equipment. October 29. E.S.B. 36054/65.
(201/65) Water Treatment Plant. October 29. E.S.B. 36055/65.

KENYA

(201/65) Mobile Cranes for East African Railways and Harbours. November 8. Tender documents now available. E.S.B. 36057/65.

KUWAIT

Central Tenders Committee:
(197/65) Constructional Project. November 10. E.S.B. 35442/65.
(197/65) Constructional Project. November 10. E.S.B. 35441/65.
(197/65) Constructional Project. November 10. E.S.B. 35440/65.
(197/65) Mattresses and Pillows. October 31. E.S.B. 35439/65.
(200/65) Street Lighting Equipment. November 10. E.S.B. 36028/65.*
(200/65) Manhole Covers etc. November 10. E.S.B. 36029/65.*
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Ministry of Electricity and Water:
(200/65) Construction of Sub-Stations. November 20. E.S.B. 36031/65.*
(200/65) Street-Lighting Equipment; Flood Lights. November 10. E.S.B. 36026/65.*
(200/65) Pipeline. November 27. E.S.B. 35951/65.*

LEBANON

(200/65) Grain Silo for Direction des Adjudications Publiques. November 23. E.S.B. 36051/65.

LIBYA

(197/65) Constructional Project for Ministry of Public Works. October 27. E.S.B. 35406/65.
Central Tenders Board:
(197/65) Telephone Cable Network Extension. November 1. E.S.B. 35299/65.
(197/65) Construction of Sports City (Second Stage). December 6. E.S.B. 35405/65.

MALAYSIA

(200/65) Miscel'aneous Equipment for Ministry of Defence. (October 15, October 29).—E.S.B. 35787/65.

NEW ZEALAND

(196/65) Steel Towers for New Zealand Electricity Department. December 7. E.S.B. 35267/65.*
(200/65) Underground Cable for Municipal Electricity Department, Christchurch. October 28. E.S.B. 35794/65.*
Ministry of Works:
(200/65) Tunnels for Power Development. November 16. E.S.B. 35788/65.*
(200/65) Textiles. October 29. E.S.B. 35782/65.*
(200/65) Electrical Components and Fittings for General Post Office. November 5. E.S.B. 35783/65.*

NICARAGUA

(201/65) Electrical Equipment for Managua Electric Light and Power Co. November 15. E.S.B. 36065/65.

PERU

(200/65) Rolling Mill for Sociedad de Gestion S.A. January 31, 1966. E.S.B. 35741/65.

PAKISTAN

(201/65) Refractories for Pakistan Western Railway. November 1. E.S.B. 36066/65.*

RHODESIA

(197/65) Machine Tools for Town Clerk, Salisbury. November 9. E.S.B. 35254/65.*
Government Tender Board:
(198/65) Anemometer Masts. October 28. E.S.B. 35479/65.*
(198/65) Telemetering System. November 11. E.S.B. 35480/65.*
(198/65) Valves and Semi-Conductors. October 28. E.S.B. 35481/65.*

SINGAPORE

Public Utilities Board:
(196/65) Pipes and Specials. November 30. E.S.B. 35282/65.
(198/65) Valves. November 16. E.S.B. 35478/65.*
Housing and Development Board:
(200/65) Lifts. October 29. E.S.B. 35798/65.
(200/65) Lifts. October 29. E.S.B. 35797/65.
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SOUTH AFRICA

(199/65) Staples for Cape Provincial Tender Board. November 2. E.S.B. 35486/65.*
(199/65) Dispensary Equipment for Natal Provincial Administration. October 27. E.S.B. 35485/65.*
(200/65) Pharmaceuticals for Transvaal Provincial Tender Board. November 5. E.S.B. 35795/65.
State Tender Board:
(199/65) Contractors Plant. November 10. E.S.B. 35715/65.*
(199/65) Chemicals. October 27. E.S.B. 35769/65.*
(199/65) Workshop Equipment. October 29. E.S.B. 35768/65.*
(200/65) Centrifuge. October 29. E.S.B. 35775/65.*
(200/65) Rubber Seal. October 28. E.S.B. 35767/65.*
(200/65) Machine Tool. October 27. E.S.B. 35760/65.*
(200/65) Magnetometers. October 28. E.S.B. 35766/65.*
(200/65) Cable. October 28. E.S.B. 35754/65.*
(200/65) Fuselines. November 2. E.S.B. 35755/65.*
(200/65) H. F. Signal Generator. October 28. E.S.B. 35753/65.*
(200/65) Cables. November 1. E.S.B. 35758/65.*
(200/65) Shaker. October 29. E.S.B. 35763/65.*
(200/65) Transponders. November 2. E.S.B. 35757/65.*

SPAIN

(197/65) Cobalt Therapy Unit for Ministerio Del Ejercito. October 29. E.S.B. 35461/65.
(200/65) Irrigation and Canal Works for Ministerio de Obras Publicas. November 15. E.S.B. 36011/65.
(200/65) Earth Scrapers for Ministerio de Agricultura. November 3. E.S.B. 36010/65.

SUDAN

(201/65) Waterworks Plant for Central Electricity and Waterworks. Closing date postponed to November 15. E.S.B. 29790/65.*
(197/65) Lubricating Oil for Sudan Railways. November 2. E.S.B. 35443/65.

SYRIA

(198/65) Food Production Equipment for General Organization for executing Industrial Projects. (Further Information.) An unofficial translation of the complete Tender documents now available. E.S.B. 33366/65.*

THAILAND

(196/65) Diesel Railcars for State Railways of Thailand. January 11, 1966. E.S.B. 25290/65.*
(196/65) Aluminium Foil for Thailand Tobacco Monopoly. October 28. E.S.B. 35410/65.*

TRINIDAD AND TOBAGO

(200/65) Milking Machine for Ministry of Tobago Affairs. October 27. E.S.B. 36067/65.
(201/65) Mortuary Refrigeration Units for Central Tenders Board. October 25. E.S.B. 36062/65.*

TURKEY

NATO Infrastructure Contract.
(198/65) Signal Equipment (various) for General Directorate of P.T.T. Apply by November 20. G.D. 1619/65.

URUGUAY

(196/65) Steel Cyclones for State Oil Refinery. November 11. E.S.B. 35284/65.
State Railways:
(201/65) Surveying Instruments. November 24. E.S.B. 36064/65.
(201/65) Ironmongery. November 24. E.S.B. 36063/65.

UNITED STATES OF AMERICA

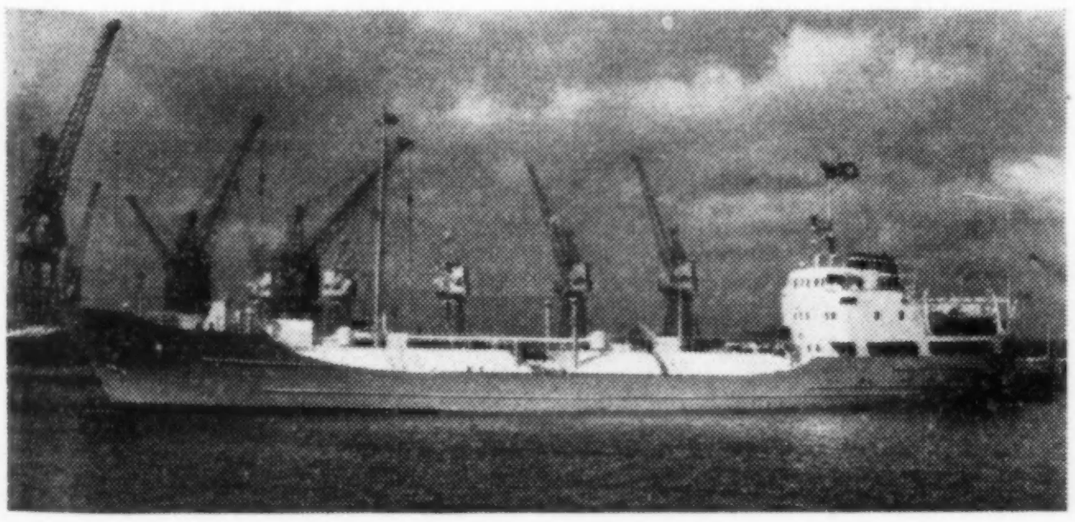
Bureau of Reclamation, Denver:
(196/65) Telephone Switchboard. October 28. E.S.B. 35251/65.*
(196/65) Autotransformer. October 28. E.S.B. 35256/65.*
(201/65) Disconnecting Switches. November 2. E.S.B. 36059/65.*

VIETNAM

(197/65) Net for Central Purchasing Authority. October 29. E.S.B. 35449/65.*

ZAMBIA

(200/65) Pumps for Municipal Council of Kitwe. November 3. E.S.B. 36073/65.
Central Supply and Tender Board:
(199/65) Wire. November 5. E.S.B. 35484/65.*
(198/65) Puttees. November 5. E.S.B. 35483/65.*



Butadiene is one of the ICI chemicals shipped to West Germany. This photograph shows the 'Lilli Tholstrup' loaded with a shipment of butadiene at Teesport.

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(196/65) State Trading Organizations. C.R.E. 12934/56.

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(197/65) Agency inquiry for photographic equipment. E.S.B. 35312/65.
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(197/65) Inquiry for copying machines. E.S.B. 35163/65.
(197/65) Inquiry for electrical switches. E.S.B. 20533/65.

Belgium
(200/65) Agency inquiry for clay. E.S.B. 35936/65.

Bolivia
(199/65) Inquiry for plastic holders. E.S.B. 35857/65.

Britain/German (Federal Republic of)
(198/65) The Anglo-German 'Offset Agreement'. C.R.E. 11066/P.

British Honduras
(201/65) Inquiry in respect of baskets; knives; marine motors; metal sheeting; refrigeration and cold storage facilities; resin scales. E.S.B. 32447/64.

Canada
(197/65) Inquiry for golf gloves and golf shoes. E.S.B. 35644/65.
(199/65) Inquiry for fabric waste cuttings. E.S.B. 35612/65.
(200/65) Inquiry for business forms systems and related items. E.S.B. 35900/65.

Finland
(201/65) Agency inquiry for pressure hose and couplings. E.S.B. 35995/65.

France
(196/65) Agency inquiry for electric steam-generating plant. E.S.B. 35367/65.
(199/65) Agency inquiry for footwear accessories; pharmaceutical products. E.S.B. 35686/65.
(197/65) Agency inquiry for auto-analyser for laboratory use; nuclear industrial equipment; refinery equipment. E.S.B. 35660/65.
(199/65) Agency inquiry for laboratory control instruments. E.S.B. 35819/65.

Germany (Federal Republic of)
(196/65) Agency inquiry for flasks; household articles and appliances; insulating bottles and containers. E.S.B. 35527/65.
(198/65) Agency inquiry for worsted cloths. E.S.B. 35632/65.
(196/65) Agency inquiry for protective gloves. E.S.B. 35555/65.
(199/65) Inquiry for lobsters. E.S.B. 35649/65.

Greece
(197/65) Agency inquiry for garage equipment; safety valves; steel sheets. E.S.B. 35626/65.

Guinea
(197/65) Inquiry for electrical distribution equipment. E.S.B. 35603/65.

Hong Kong
(196/65) Agency inquiry for diesel engines. E.S.B. 11878/65.
(197/65) British Week in Hong Kong. E.S.B. 12368/65.

Iran
(201/65) Agency inquiry for plastics raw materials. E.S.B. 32129/65.

Iraq
(199/65) Inquiry for frying pans. E.S.B. 35820/65.
(199/65) Inquiry for irrigation equipment; metal pumps; storage tanks; woodworking machinery; welding equipment; vacuum cleaners. E.S.B. 35853/65.
(199/65) Inquiry for machinery and equipment for the manufacture of metal pipes. E.S.B. 35576/65.

Israel
(197/65) Agency inquiry for rivets; iron. E.S.B. 35060/65.
(199/65) Agency inquiry for dress materials and fabrics. E.S.B. 7129/65.
(201/65) Agency inquiry for metals. E.S.B. 36131/65.
(200/65) Agency inquiry for telephone cable. E.S.B. 35992/65.

Italy
(197/65) Agency inquiry for hay balers. E.S.B. 35189/65.
(197/65) Agency inquiry for compacts; perfume atomisers and beauty cases; cosmetics and toiletries; hair, wigs and hair accessories; jewellery; leather goods; gift items and art prints; smokers' requisites. E.S.B. 28835/65.
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(200/65) Agency inquiry for clothing; industrial yarns; materials. E.S.B. 35931/65.
(200/65) Inquiry for auxiliary construction equipment and tools. E.S.B. 35910/65.

Jamaica
(201/65) Agency inquiry for electrical wire and cables; steel conduit piping. E.S.B. 36118/65.
(197/65) Inquiry for sanitary and plumbing fittings. (Further Information.) E.S.B. 30230/65.
(200/65) Inquiry for office furniture; stationery. E.S.B. 35933/65.

Jordan
(199/65) Inquiry for biscuits. E.S.B. 32592/65.

Kenya
(196/65) Agency inquiry for abrasive papers; automobile spares and accessories; sanitary fittings. E.S.B. 3528/65.

Kuwait
(200/65) Inquiry for domestic hardware; giftware. E.S.B. 31542/65

Lebanon
(198/65) Inquiry for central heating and air-conditioning plant; prefabricated buildings. E.S.B. 35061/65.

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(198/65) Inquiry for agricultural and horticultural machinery and equipment. E.S.B. 33309/65.

Monaco
(197/65) Agency inquiry for giftware; printers' equipment; stationery. E.S.B. 35646/65.

Morocco
(199/65) Inquiry for valves. E.S.B. 35830/65.

Morocco/Tunisia
(197/65) Trade Agreement. C.R.E. 1180/G.

Nigeria
(197/65) Agency inquiry for metal and wood-working machinery; paper; pumping plants. E.S.B. 35537/65.
(198/65) Inquiry for p.v.c. sheeting. E.S.B. 6816/65.
(199/65) Inquiry for copper pipes. E.S.B. 35864//66.

Philippines, Republic of
(197/65) Inquiry for contractors' plant. E.S.B. 35513/65.

Rumania
(199/65) Inquiry for cement batching plant and equipment. E.S.B. 33770/65.

Saudi Arabia
(197/65) Inquiry for bed-covers; carpets. E.S.B. 35381/65.
(199/65) Inquiry for foodstuffs. E.S.B. 35616/65.

Sierra Leone
(197/65) Inquiry for printing equipment. E.S.B. 35193/65.

Singapore
(197/65) Inquiry for electrical power equipment. E.S.B. 25682/64.

South Africa
(200/65) Agency inquiry for components for the refrigeration industry; hand tools; measuring instruments and gauges. E.S.B. 35924/65.
(197/65) Inquiry for containers for cosmetics and toiletries. E.S.B. 34755/65.
(200/65) Inquiry for veterinary pharmaceuticals. E.S.B. 35687/65.

Sweden
(199/65) Agency inquiry for curtains and trimmings. E.S.B. 35844/65.
(199/65) Agency inquiry for spectacle cases. E.S.B. 35678/65.
(197/65) Agency inquiry for engineering equipment. E.S.B. 35551/65.

Switzerland
(199/65) Agency inquiry for laboratory instruments. E.S.B. 35805/65.
(200/65) Inquiry for automats and oil burner controls. E.S.B. 35914/65.

Trinidad and Tobago
(201/65) Inquiry for structural building products. E.S.B. 36311/65.

Trucial States
(196/65) Agency inquiry for foodstuffs; tobacco. E.S.B. 35316/65.

United States of America
(196/65) Agency inquiry for porcelain insulators. E.S.B. 35309/65.
(196/65) Inquiry for giftware. E.S.B. 35301/65.
(201/65) Inquiry for movable contact parts; screws. E.S.B. 35974/65.
(201/65) Inquiry for frozen fish. E.S.B. 35989/65.
(200/65) Inquiry for insulators. E.S.B. 35322/65.
(200/65) Inquiry for wire. E.S.B. 35991/65.
(200/65) Manufacture under licence in Britain – adjustable weatherproof threshold – Further Information. E.S.B. 4290/65.

Venezuela
(200/65) Inquiry for thermometers. E.S.B. 35926/65.

Zambia
(199/65) Agency inquiry for clothing; cotton; women's shoes. E.S.B. 35596/65.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)

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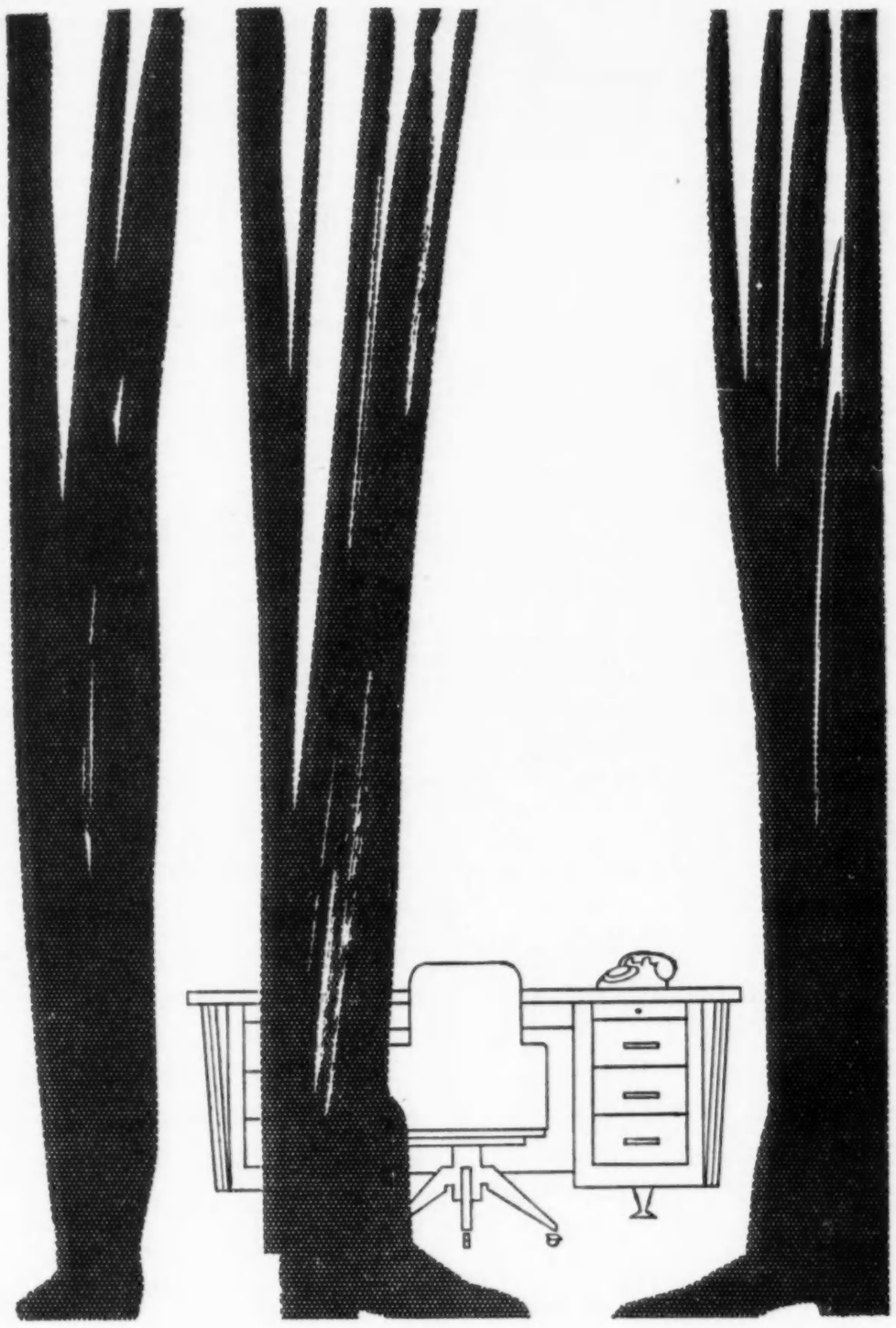

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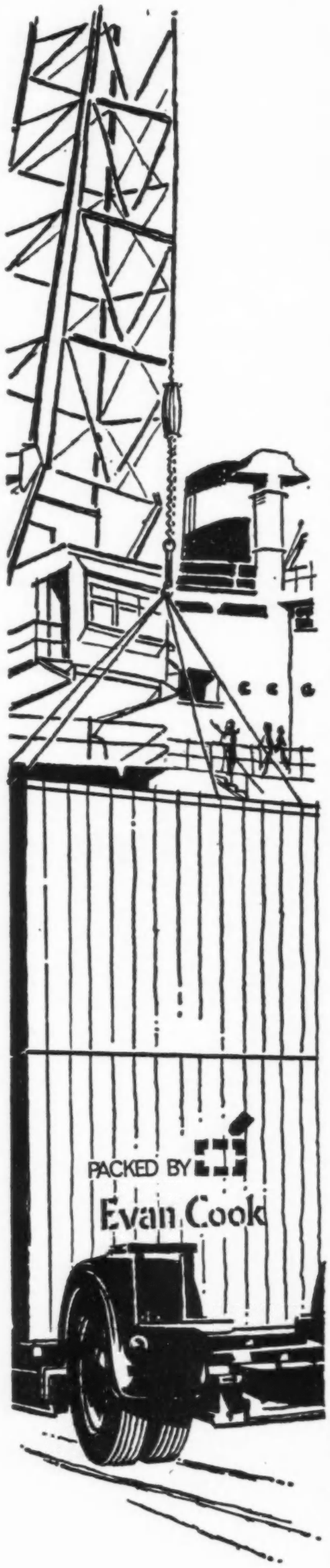

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Reports on overseas markets in the 'Export Service Bulletin'

IN THE *Board of Trade Journal* of July 16, 1965, a list was published of the Market Reports contained in the *Export Service Bulletin* during the preceding three months. Exporters have found this useful, and it will be brought up to date at quarterly intervals; the list below covers the period July-September 1965 inclusive.

These Market Reports are prepared by HM Commercial Officers in overseas countries, and each describes the prospects in a particular territory for the export of certain goods. In many cases, they show that openings exist which are at present not being exploited to the full by British exporters. They are written as a result of special inquiries undertaken and of the continuous flow of information arising from daily contacts with British exporters, local consumers, distributors and producers. Information is cross-checked before acceptance.

They thus contain reliable and up-to-date information, collected at first hand on behalf of British industry. While they are not, and do not purport to be, a substitute for market research into openings for the products of individual firms, they do give a general picture of market prospects, the type of competition to be met, the tariff and import licensing positions, which no firm in the industry covered by the report can afford to miss if it is currently exporting, or is prepared to consider exporting to the country concerned.

A subscription to the *Bulletin* (which contains much useful information in addition to Market Reports) costs 10 guineas per annum and single copies may be purchased for 2s.; both are obtainable on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433). Information for United Kingdom Exporters will be found on page 916.

MARKET REPORTS (BY COUNTRY)

Country	Commodity	Bulletin No.
Lebanon	Gas cookers	165/65
	Sporting guns	140/65
New Zealand	Fishing tackle	136/65
	Hand tools	161/65
Saudi Arabia	Furniture	137/65
South Africa	High-fidelity equipment	181/65
Sweden	Metal-working machine tools	141/65

MARKET REPORTS (BY COMMODITY)

Commodity	Country	Bulletin No.
Domestic appliances, domestic heating and cooking apparatus:		
Gas cookers	Lebanon	165/65
Furniture and floor coverings:		
Furniture	Saudi Arabia	137/65
Machinery and plant:		
Metal-working machine tools	Sweden	141/65
Radio apparatus:		
High-fidelity equipment	South Africa	181/65
Sports goods:		
Fishing tackle	New Zealand	136/65
Sporting guns	Lebanon	140/65
Tools:		
Hand tools	New Zealand	161/65

The 'Export Service Bulletin'

DURING THE QUARTER ended September 30, 1965, the *Export Service Bulletin* published information about export opportunities open to British firms. Many of these were specific inquiries for goods of British origin, while others were international calls for tender invited by overseas government purchasing bodies.

An abridged classified analysis of these inquiries is given below. Reports covering important economic developments and general economic conditions in most overseas countries have also been published during the quarter. Particulars can be obtained from Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058).

Quarter ended September 30, 1965

Commodity Heading	No. of Inquiries
Aircraft and watercraft	100
Boots, shoes and slippers	23
Brushes and brooms	12
Building supplies	139
Ceramic products	61
Chemicals, oils, fats, greases and paints	230
Clothing	112
Contracts	386
Cosmetics, toilet preparations, perfumery and hairdressing equipment	20
Domestic appliances	88
Druggists' sundries	25
Drugs, pharmaceutical preparations	143
Electrical machinery and apparatus	945
Fancy goods	55
Foodstuffs, beverages, produce and tobacco	96
Furniture and floor coverings	63
Glass and glassware	45
Iron and steel	384
Jewellery and cutlery	29
Leather and imitation leather and leather goods	17
Livestock and appliances and equipment, etc.	27
Machinery and plant (including machine tools)	1,299
Medical and surgical appliances and equipment	136
Mineral products	52
Musical instruments	11
Non-ferrous metals	172
Office machinery and equipment	57
Paper, printed matter and stationery	197
Photographic and cinematographic apparatus and requisites	40
Plastics materials	46
Radio apparatus (including television receivers, record players and tape recorders)	122
Railway and tramway rolling stock	113
Rubber manufactures	60
Scientific and optical instruments	261
Spectacle and opticians supplies	13
Sports goods	26
Soap and cleansing preparations	13
Textiles	232
Timber and wood manufactures	36
Tools, hand and engineers' small (including portable power tools)	130
Toys, games and model engineering	22
Vehicles and parts	254
Watches and clocks	11

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

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Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

JAL order three Concorde supersonic aircraft

Mr. Shizuma Matsuo, President of Japan Air Lines, signed in Tokyo on September 30 the contract for the purchase of three Concorde supersonic airliners from the Sud Aviation-British Aircraft Corporation consortium. These aircraft will be used on various international routes of JAL and will cut current flight times by more than 50 per cent. For example, the Mach 2.2 Concorde will fly from Tokyo to Honolulu in 3 hours 25 minutes.

Record Australian bus order

By specially modifying one of its bus designs to meet more-intricate-than-usual customer's requirements, Leyland Motors Ltd. claims to have captured one of the biggest-ever single passenger chassis orders from Australia. The order has been won from the Department of Government Transport, New South Wales, and is worth just over £1 million.

Tenders for the contract for 232 buses came from Japan and from other British bus manufacturers. Phoning from Australia during the night, Mr. John Bridcutt, Director and General Manager of the Leyland Motor Corporation in Australia, said that the order had just been placed by Commissioner S. Berry. With this new contract, Leyland Motors and its Glasgow associate, Albion Motors Ltd., have secured during 1965 over £8 million worth of vehicle orders from operators in all parts of Australia. It is the largest order ever placed by the Department, who have been ordering buses regularly from Leyland for many years.

University extension in Northern Nigeria

The Northern Construction Co. Ltd., an associate member of the Taylor Woodrow Group, has started work on a £580,000 contract for the construction of a major extension to Ahmadu Bello University, Zaria, Northern Nigeria, comprising mechanical, civil engineering and electrical engineering lecture rooms. Completion of the project, which is financed by a British Government grant, is scheduled for August 1966.

Big Canadian contract for telephone exchanges

Plessey Telecommunications Group is now completing its delivery of a major order for 27 telephone exchanges for shipment to Canada. The equipment, which has been made at Beeston and Sunderland, is for Etelco Canada Ltd., one of the overseas companies operating in conjunction with the Group, who will supply the exchanges to the Saskatchewan Government Telephone Service under a contract worth about £70,000. Ten exchanges are for the Regina area, 12 for Saskatoon, and five for Moose Jaw.

The exchanges, of which 26 are already installed and in operation, are known as Community Dial Offices and will serve a predominantly rural province with few cities but with many communities each with about 1,000 people.

Bavaria contract for town-gas plant

A £700,000 contract for a town-gas plant at Mitterteich, in Bavaria, a few miles from the Czechoslovakian border, has been placed with Humphreys & Glasgow's associates in West Germany, Demag AG of Duisburg. The contract will be carried out by Demag AG, with process engineering by Humphreys & Glasgow Ltd.

Storage vessels for Swedish refinery

The Chemical & Nuclear Plant Division of Uddeholm Limited, London, announce they have received a further order from Bechtel for the new BP Refinery at Gothenburg, Sweden. This order valued at approximately £26,000, is for two Hydrogen Storage vessels fabricated from Carbon Steel 3 $\frac{1}{16}$ in. thick. The vessels will be 7 ft. 3 in. o.d. and 36 ft. 3 in. high tan. to tan., and will weigh 57 tons each.

Lifting magnets for India

The Witton-Kramer Division of GEC (Engineering) Ltd., has received from Hindustan Steel Ltd. an order valued at over £26,000 for eight electric lifting magnets and associated control gear to be installed in the Durgapur Steelworks in West Bengal.

MARKETING INSTITUTE'S AWARD

Mr. H. B. Randolph, chairman of Wilkinson Sword Ltd., has recently been named as the winner of the Institute of Marketing's 1965 award for leading his company's export achievement in razor blades. Between 1961 and 1964 the company has increased production of razor blades by 1,460 per cent and exports by an even higher rate. This development has also led to an increase of 141 per cent in employment offered by the company in the United Kingdom, mainly at the factory at Cramlington New Town, Northumberland.

Sir Donald Stokes (deputy chairman and managing director of Leylands), Lord Robens (chairman of the National Coal Board) and Mr. Monty I. Prichard (director of the Perkins Group) were recipients of the award in previous years.

IWEL Installation in Rumania

IWEL Engineering Limited have recently completed a pig abattoir and bacon factory in Rumania. The plant, capable of handling 200 pigs a day and extending to a total of 20,000 sq. ft., is sited at Peris, near Bucharest and was completed in four months only.

Birlec trade with Eastern Europe

Two 9 cu. ft. sealed quench furnaces and endothermic generators have been despatched from the Birlec works at Aldridge bound for Ursus K. Warszawy, Warsaw, in addition to two Birlec continuous annealing furnaces ordered for Podkanow already under construction in Poland.

Among other orders received is one from Exico for Czechoslovakia which calls for a Birlec shaker hearth furnace having an output of 112 lb/hr., a conveyor quench tank and a 200 cfh endothermic atmosphere generator and a second Birlec shaker hearth furnace is being constructed for East Germany, whilst two fast driven roller hearth furnaces now under construction at Aldridge, are destined for Yugoslavia in December.

Sturtevant's overseas contracts

Sturtevant's Engineering Company Ltd. have signed contracts valued at £190,000 at the International Chemical Exhibition in Moscow. The contracts cover three complete pilot insecticide formulation plants. Negotiations are proceeding on similar high volume production plants.

An engineer examines the PENTEX electronic telephone exchange – the first of its type to enter service in Britain recently at Peterborough in Northamptonshire. Equipment for this exchange was designed and developed by Ericsson Telephones/Etelco – part of the Plessey Telecommunications Group – in collaboration with the British Post Office, as part of its contribution towards the work of the Joint Electronic Research Committee (GPO, AEI, ATE, ETL, GEC, STC) and will be displayed at the forthcoming International Telecommunications Union Exhibition, Montreux, from October 25-30.

Turbine sets for Hong Kong

Hong Kong has ordered power station equipment worth nearly £3 million from AEI. The order has been placed by China Light and Power Company on behalf of the Peninsular Electric Power Company. AEI is to manufacture two 120MW turbine-generator sets for a new power station on Tsing Yi Island, Hong Kong. When they go into service they will bring up to 18 the total number of AEI turbine-generators supplying the China Light and Power Company's system.

Tiara – one of three patterns in the new Colclough range of bone china teaware manufactured by Ridgway Potteries Ltd., which have been chosen for inclusion in the Design Index and will be on show at the Design Centres in London and Glasgow. Introduced at the 1965 Blackpool Fair, this range is distributed throughout the United Kingdom and is also being exported successfully to overseas markets such as New Zealand and Canada.

Marine engines for Chinese Republic

The two 14,500 ton ships to be built by William Doxford and Sons (Shipbuilders), Ltd., Sunderland, for the People's Republic of China are to be equipped with six auxiliary diesel engines built by Mirrlees National Ltd., a Hawker Siddeley company. These engines are the Mirrlees National Type RSSA5, 490 b.h.p. direct coupled to 340 kW alternators, 380 volt, 3 phase, 50 cycle supply. Another order recently received by Mirrlees National is for four 'R' type auxiliary engines to be installed in two fruit carrying ships to be built by the Greenock Dockyard Co. Ltd. for Waling Van Geest and Zonen. Each ship will be equipped with three 580 b.h.p. type RSSA6 and one 290 b.h.p. type RA5 auxiliary diesel generating sets.

The total value of orders received by Mirrlees National Ltd. during 1965 for marine applications now exceeds £1.7 millions.

£1,000,000 computers order from Czechoslovakia

English Electric Automation announces that KOVO, the Czechoslovakian import agency, has placed orders for three computer systems with the English Electric Group worth more than £1,000,000. These are for two LEO 360's and one KDF7, which together make the largest order Czechoslovakia has ever placed for computers. One LEO 360 computer will be supplied for the Czechoslovakian State Railways and two computers, a LEO 360 and a KDF7, will control the entire production of Czechoslovakia's largest steelworks, the Nova Hut Klementa Gottwalda at Ostrava-Kuncice.

Metal coating line for Germany

Simon-Waldron Ltd., Earlestown, Lancs., have secured an order from Hoesch A.G., Federal Republic of Germany, for a 73-inch wide continuous metal strip coating and laminating line. This line, the largest yet produced by Simon-Waldron, will be installed in a new strip mill in Hamm where the German company manufactures pre-fabricated steel elements for industrial and domestic buildings.

Uniform company wins Tunisian order

The practical Uniform Company Ltd. of South London have won an order worth several thousand pounds for supplying all the uniforms for the luxurious new Hilton Hotel being opened in Tunis this month. Most of the garments will be in a 'Terylene'/wool fabric specially chosen for its crease-resistance, lightness in weight and easy-cleaning properties, two sets of garments being provided for each of the hotel's 300 staff.

Dutch order pre-fab silos

An order for 14 complete industrial silos, weighing in total over 2,200 tons, has been gained by the joint manufacturers, Colman and Company (Agricultural) Ltd. of Sudbury, Suffolk and the London and Northern Securities company, Edenhall Concrete Products Ltd., of Penrith, Cumberland. The silos, of up to 20 feet in height by 20 feet in diameter, will be used for the storage of synthetic latex at the new plant of Marbon, NV, in Amsterdam. The order is worth in excess of £15,000.

£170,000 Indian contract for AEI

An order worth nearly £170,000 has been received by the Heavy Plant Division of Associated Electrical Industries Ltd. from Heavy Electricals (India) Ltd. AEI is to supply a 16,667 kVa, 11 kV, 150 rev/min waterwheel generator and associated equipment, together with certain components for a similar machine which will be manufactured in India by H. E. (I.) Ltd. The generators and equipment are for the Punjab State Electricity Board's Upper Bari Doab Canal project.

Ethiopian contacts for Taylor Woodrow (Building Exports) Ltd.

Taylor Woodrow (Building Exports) Ltd., of London, has been awarded a contract for the supply of electrical power installations, boiler and ancillary plant, water treatment and air conditioning equipment for a nylon spinning mill being erected at Modjo, Ethiopia. A previous contract signed earlier this year was for a 67,500 square foot Arcon steel-framed building to house the nylon plant, and for ancillary buildings and housing now being erected.

Negotiations have also led to a contract to supply complete buildings for what will be the most modern coffee processing plant on the African Continent, at Addis Ababa, housed in 70,000 square feet of Arcon steel-framed building.

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX. 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, West Riding House, 4 Oxford Street, Workington, Cumberland. (Tel. Workington 3788).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, Pearl Chambers, East Parade, Leeds, 1. (Tel. Leeds 31761. Code: OLE 2. 31761. TELEX. 55265, Answer Back – BOT LEEDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, 76 Newton Street, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX. 66104, Answer Back–BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Lincolnshire (Parts of Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
P. J. L. Homan, Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221. TELEX. 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
D. A. Wilson, CBE, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

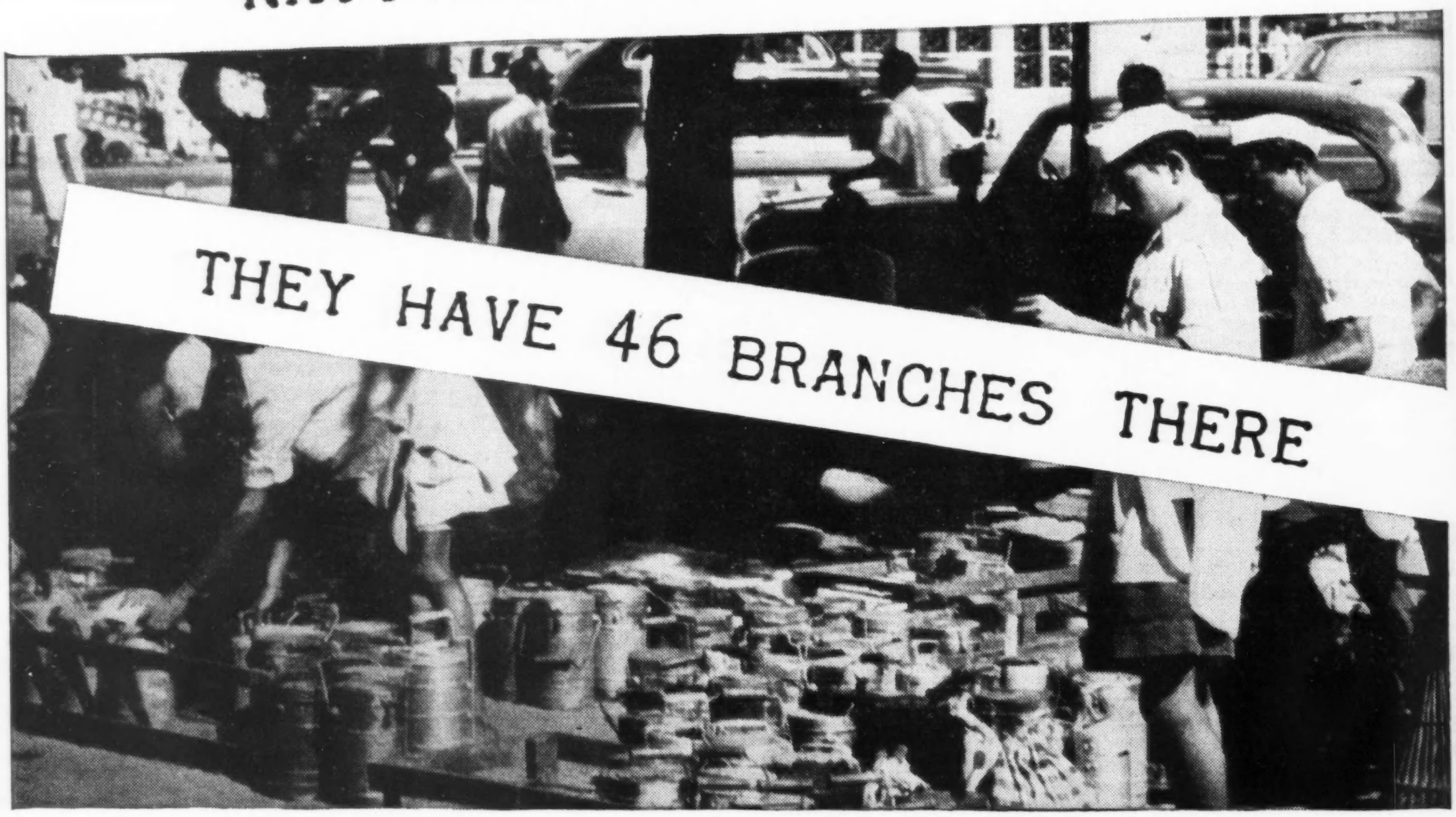
South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
M. Weber, Prudential Buildings, Wine Street, Bristol 1. (Tel. Bristol 294821. Code:OBR 2. 294821. TELEX. 44214, Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
R. W. Daniel, CBE, Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).

Scotland
The whole of Scotland.
C. J. A. Whitehouse, OBE, 314 St. Vincent Street, Glasgow, C.3 (Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness. (Tel. Inverness 30867. Code: OIN 3. 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. TELEX. 74578, Answer Back – GOVNI BELFAST).

NATIONAL AND GRINDLAYS —



The first step to market information on India is to take a note of the name and address of the bank that lives there.

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Banking Correspondents throughout the world

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of August 27. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of August 27 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Chairman's world tour

Mr. Eric W. Wilson, chairman and managing directors of the Leeds Meters Company Limited and Mrs. Wilson have left the United Kingdom on a world wide tour of eight weeks' duration to promote the company's overseas interests. He will be visiting the many territories where Leeds meters are in service including an extended tour of the Commonwealth and Australia.

The company reports that the demand for Leeds meters continues to increase, export sales covering over sixty countries.

Minijacks for Europe

Mr. A. Chevallier, chairman of Universal Minijacks Ltd., London hopes to visit Germany, Austria, Belgium and Holland from October 15 to 19, to promote the sale of 'Minijacks'. The Minijack is a compact unit, powered by manual operation, which is claimed to be the smallest of its type in the world and which can lift, stress and push from 3 tons to 250 tons. It can also be used as a safe means of breaking up rock, stone and minerals in mines without the use of explosives.

Bicycle saddle maker's successful sales trip

Mr. Tom Vickery, joint managing director of Middlemores (Coventry) Ltd., said to be the oldest bicycle saddle making firm in Europe, has recently returned from flying sales trips to Germany and Norway with orders involving 'many thousands of saddles'. Mr. Vickery's vist to Germany was made when he heard that Mr. Bob Huffman, the American bicycle manufacturer of Dayton, Ohio, was in Britain to arrange the manufacture of the Moulton bicycle in the United States. Mr. Huffman was going on to Cologne so Mr. Vickery accompanied him and gained an order to supply saddles to all American-made Moulton bicycles for the next 12 months.

Mr. Vickery's visit to Norway was made to the firm of D. Oglaend of Sandness, from whom he obtained a contract to supply saddles for all Moulton bicycles made under licence in Norway.

Middlemores are the suppliers of saddles to all Moulton bicycles made in the United Kingdom.

Visit to Russia and Tokyo

Mr. R. Scott Williams, technical director of Associated Fisheries Ltd., London, flew to Moscow on September 10, to visit the International Exhibition of Chemistry in Industry, Construction and Agriculture. He made contact with the Soviet fishing industry and the fish food processing, canning and cold storage industries. Mr. Scott Williams went on to Tokyo for similar discussions with the Japanese fishing industry and to visit the British Exhibition in Tokyo.

Lec Refrigeration Ltd., of Bognor Regis, Sussex, have sent a sales team on a tour of 10,700 *miles of Africa, the Persian Gulf, the Middle East, and the Mediterranean area. The team are using one of the company's own aircraft on this extensive tour. They are (left to right) Mr. D. Kirk, pilot, Mr. C. P. Lockyer, London area manager, Mr. B. B. Fairplay, personal assistant to the joint managing director, and Mr. E. Cowen, technical executive.*

Selling playing cards in Africa

A major campaign for boosting sales of De La Rue Playing Cards in Africa started on September 27 when Mr. C. E. Anderson, general sales manager of the Amalgamated Playing Card Company, left London to visit many African countries.

Mission to Denmark

A selling mission from the London Chamber of Commerce has been visiting Denmark from October 10 to 15. The 11 members of the mission represent a wide range of interests including confectionery, men's outerwear, carpeting and engineering goods.

The group was led by Mr. Douglas A. Clarke, honorary treasurer of the London Chamber of Commerce.

Overseas missions from Leicester

THE Leicester Chamber of Commerce announce that during the past two years thirty-three member firms who have not exported before have accompanied missions arranged by the Chamber and during 1966, 11 new countries will be visited by delegations from Leicester.

Missions have been arranged between May and November next year to: Norway, Sweden, Finland, Czechoslovakia, Hungary, Poland, Russia, Texas, California, Gibraltar, Malta, Cyprus.

Mission to Iran and Afghanistan

Mr. K. H. Thompson is leading a London Chamber of Commerce Mission to Iran and Afghanistan which left on October 8. In a statement before he left, Mr. Thompson said: 'The membership of the Mission represents a broad cross-section of British industry and we mean to convince our business colleagues in Iran and Afghanistan that Britain's goods, her services and her businessmen, can play a greater part in the industrial development of both these exacting markets.

'The markets are open to all ranges of British goods. In particular in Iran there are openings for agricultural machinery, textile machinery, electrical equipment, chemicals, petrochemical plant and hand-tools. On the other hand, whilst Afghanistan presents opportunities in the capital goods field, there appears to be a growing increase in consumer goods. These include chemicals, textiles, foodstuffs, domestic appliances, engineering products and commercial vehicles.'

Two-way trade missions

Mission from Norway

UNDER THE LEADERSHIP of Mr. Svein Landsverk, president of the Glass and Ceramics Promoting Council, a mission representing the china and glass industry arrived from Norway on October 11, for a five day visit. This is the first of four trade missions from Norway, which are being arranged in connection with the Oslo Fortnight to be held from April 29, to May 15 next.

Shown here are members of the British Menswear Guild's outward mission to Germany led by their chairman, Mr. Gerald Abrahams (at foot of ladder) leaving London Airport for Dusseldorf. Also included in the mission were representatives from the Clothing Manufacturers' Federation and the National Hosiery Manufacturers' Federation. The group reported on their return that the mission was an outstanding success.

Latin-American steelmen to visit United Kingdom

A PARTY of leading steel industrialists from Colombia, Mexico, Peru and Venezuela has been invited to vist the United Kingdom by the Steelworks Plant Association. The Latin-American visitors, who will arrive on October 23, will visit leading steel works plant manufacturers and also some of the major steel and non-ferrous plants in Britain. Mr. Douglas Jay, President of the Board of Trade, will join the Association and their guests on the last day of the visit for a talk on trading relations between the United Kingdom and Latin-America.

SCOTS TRADE MISSION WINS FIRST ORDER

The Scottish Council Trade Mission to Australia has won its first order – in Japan!

Mr. J. A. Cuthbertson, managing director of the Biggar agricultural machinery firm of the same name netted an order for equipment worth £100,000 *when members of the group stopped off in Tokyo for brief business calls and to visit the British Exhibition which has just closed there.*

Sir Robert Maclean, leader of the mission, said that members of the mission were impressed by the British exhibition, the largest of its kind ever staged in the East.

'It was extremely stimulating. The stands were well mounted and the displays impressive. Moreover there is considerable interest being shown in British capital and consumer goods.'

Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

NEW ZEALAND

Revocation of some tariff concessions on articles and materials

THE New Zealand Minister of Customs is reviewing the decisions approving the admission at concessionary rates of duty of certain items used solely in the fabrication and repair of goods in New Zealand under Item 448 of the former Tariff.

The New Zealand Customs Department have now published a list of items for which entry at concessionary rates of duty will be revoked with effect from October 1, 1965, as follows. This list may contain words which are registered in the United Kingdom as trade marks in relation to certain kinds of goods. The length of the list and the publishing time factor precludes the application of the notice in italics on this page.

Apparel:
  Uniforms and regalia:
    Badges, rank, of gilt and enamel.
    Emblems, metal, being finished stampings or castings for regalia.
Chemical preparations specially suited for use as heat transfer media in jacketted reaction vessels.
  Examples: Dowtherm oil; Mobiltherm 600.
Concrete:
  Preparations specially suited for use as air entraining agents for concrete.
    Examples: Daravair; Darex A.E.A.
Confectionery:
  Gum chicle, and gum chicle compound, being ingredients for making chewing gum.
Cutting compounds or cutting oils, as may be approved:
  Approved:
    Mineral lubricating oils for use as cutting oils when denatured with such ingredients, in such proportions, and under such conditions, as may be prescribed.
Cyclohexanol phthalate.
D.E.E. mortar plasticizer for cement mixture.
Dee-O, an enzyme preparation for the manufacture of powdered eggs.
Detergents:
  The following materials on declaration by a manufacturer for use by him only in making synthetic detergents (not being soaps or containing soaps), viz.:
  Coconut oil fatty acids.
  Methyl cocate.
  Methyl laurate.
Diacetone alcohol.
Dibutyl sebacate.
Dibutyl tartrate.
Diethylaminoethanol.
Diethyl amino propylamine.
Diglycol laurate.
Diglycol oleate (diethylene glycol mono oleate).
Dimethylamine.
Dimethyl formamide.
2 : 2 Dimethyl-4-hydroxymethyl 1 : 3 Dioxolane.
Dioxane (diethylene dioxide).
Ditertiary butyl para.
Dowfroth 250
Drugs classed under Tariff item 121 (1) declared by a manufacturer for use by him only in making ampouled injections not exceeding 15 c.c.s.
Dry flavours, being powders prepared from natural essential oils or synthetic flavouring substances, declared by a manufacturer for use by him only in making approved preparations:
  Approved:
    Foodstuffs.
    Fruit extracts, powdered.
    Penicillin oral suspensions.
Duomeens and their salts and esters.
Dylube, a mould lubricant for brick making.
Edenox K8-18.
Edi-Cote No. 103 mould release agent for concrete.
Edinox K12-18.
Electric appliances, other than lamps, stoves, and ranges:
  Milled mixes F and B (composed of graphite and manganese) for making batteries.
  Moisture stoppers for sealing the ends of tubes in the manufacture of heating elements.
  Paper of approved qualities, declared by a manufacturer for use by him only in making electrical resistances, condensers, transformers, or insulated telephone cables:
    Approved:
      Kraft, manila, and tissue, in rolls exceeding 2 in. in width.
  Paper, tissue, acid free. declared by a manufacturer for use by him only in making dry cell batteries.
  Sockets, lamp (pilot lampholders), for radio sets, declared by a manufacturer for use by him only in making (not repairing) dial mechanism for radios.
  Stampings and spinnings of iron, not built up in any way, and not polished, plated, lacquered, or similarly worked, for making electric light fittings.
  Stampings and spinnings of iron, not built up in any way, for making electrical radiators.
  Stampings and spinnings of non-ferrous metal, not built up in any way, for making electrical radiators:
  Transformers:
    Metal fittings, cotton covered wire, and electrical insulators, as may be approved, declared by a manufacturer for use by him only in making transformers having a secondary voltage exceeding 200 volts.
    Plywood of approved qualities declared by a manufacturer for use by him only in making electrical transformers.
  Welders:
    Silicon-steel punched strip for making electric welders.
Electrodes:
  Electrodes as may be approved, for use with the electric arc for depositing hard surfaces on metals:
    Approved:
    Cobalarc hard alloy electrodes.
Emulsifiers and wetting agents (not being soaps or containing soap), as may be approved, imported in bulk:
  Approved:
    Aerosol TR; Alcolec H53; Amine 220 (Union Carbide International); Ammonyx 4; Ammonyx 4002; Amphisol; Armac C; Armeen C; Atlas G.2162.
    Berols (followed by identification letters and numbers); Bradsyn LF.
    Centralex H; Cess-Kleen; Chlor-tergent; Colosyl degreasing compound; Cooper MAL-20/A, and ATX25; Crexate; Crill S8.
    D-40 and D-60 dry detergents; Detergent CB47; Diadarin EP; Dinoram S; Dional SH500; Diphasal E.V.; Dispersing agents for use with pigments in the manufacture of paints and colours; D.M.S. drilling mud surfactant; Dustex; Dyeco Resinoid A and Resinoid B.
    Emocithin; Emphor 22/003; Emulphor O; Emulsene 1220; Emulsifier HT, VP 3656; Emulsoid C.2; Energetic S; Estax 37; Ethoduomeen T12, T13, T15; Ethofat 242/60; Ethomeen C-25, S15; Ethomid HT15.
    Fab; Fedco H.S.; Firewater 4X.
    Homodan P.T.006; Hughes P3H, K multi-purpose detergent; Hydrosol XXX.
    Iragol EMO.
    Lorol NH.
    Magnus Beatex; Marlon paste, Miranol 2MCA, CMConc., HM Conc., SM Conc., OM-SF Conc., MSA modified; Myrj 59.
    Neutronyx 600; Ninal Product D3M19; Nobal V.B.; Nonex Agent 26; Nonic 218.
    Oremasine Emulsifier P; Orinite CM514.
    Pluronic brand surfactants; Pluronic F.68, L.61; Polyethylene glycol oleate; Polyoxyethylene sorbitan monolaurate; Polyoxyethylene sorbitan trioleate; Polyoxyethylene sorbitol; Polyoxyethylene thio ether; Promulsion.
    Quest wetting agent.
    Redicote T; Renex 20, 22, 31, 36, 648, 650, 678, 688, 690, 697, 698.
    Sandopan L.M.; Siponic E paste; Solulan No. 98; Spans (followed by letter or number); Sterox A.J.; Suprol C.M.T.; Surfacent M.1135; Surfonic N10, N.40, N.60, N95, N120, N150, N200, N300, TD30, TD60, TD90, TD120, TD150; Syclapon.
    Tegacid.
    Ucepal PO, D.C.
    Vantropol BQ; VBX detergent; Vel.
    W.303 (Watford Chemical Co.); Wetfix.
Enamelling:
  Opacifier S100.
  Salts and other chemicals specially prepared and declared for use in enamelling.
Explosives:
  Aniline and toluidine mixture, declared by a manufacturer for use by him only in making explosives.
  Aniline oils.
  Mirbane, oil of (nitro-benzene).
  Toluidine oil.
  Tri-nitro-toluol.
Flour dressing silk:
  Eyeletting on canvas strips for binding flour dressing silk.
Fungicides, not including metallic soaps, declared by a manufacturer for use by him only in the process of making:
  Leather.
  Paper.
  Textile.
Furfural (or furfuraldehyde).
Furniture, cabinetware, and shelving:
  Buttons or plugs used to fill the open ends of tubular metal or bamboo furniture.
  Buttons, wooden, for covering screw holes in furniture.
Locks declared by a manufacturer for use by him only in making cabinets for sewing machines.
Stampings and channels, steel, of approved descriptions, declared by a manufacturer for use by him only in making office shelving, clothes lockers, or steel filing cabinets for office use.
Stampings, metal (except sofa-bed hinges) even if built up or bored, for making folding furniture.
Steel suspension slides specially suited for the manufacture of metal filing cabinets.
Steel tubing, tapered, for making tubular metal furniture.

Details of the items concerned. together with the substantive tariff in force from October 1, 1965, can be seen at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Anyone wishing to make any inquiry about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 11806/G.

Import licensing schedule

A SUMMARY of the 1965/66 Import Licensing Schedule was given in the *Board of Trade Journal* on April 16, page 864. The New

Zealand Customs Department has now announced further amendments to this schedule. These amendments are now available for inspection at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469). The main changes are as follows:

(1) *Item Code* 69.61. *Steel fencing standards.*
The New Zealand authorities will consider granting additional licences to normal suppliers of steel fencing standards.

(2) *Item Code* 72.70. *Sparking plugs.*
The allocation for sparking plugs is increased from 33⅓ per cent 1964/5 imports to 50 per cent 1964/5 imports.

(3) *Item Code* 61.10. *Saddlery and harness, etc.*
The New Zealand authorities will consider granting additional licences for imports of saddlery and harness.

(4) *Item Code* 69.43. *Hand knitting needles and pins of iron or steel, wood, aluminium or man-made plastics materials.*
The New Zealand authorities will consider making limited additional provision for imports of types of hand knitting needles not manufactured in New Zealand.

Customs tariff inquiry

THE NEW ZEALAND Tariff and Development Board has announced that it proposes to extend the inquiry into the rates of import duty which should be imposed on printed woven furnishing fabrics and fabrics for household use, and import licensing affecting such goods (see *Board of Trade Journal*, August 27, 1965, page 486) to include the following additional tariff item:

Item No.	Tariff and Statistical Item	Rates of Duty	
		British Preferential	General Tariff
652.220.9	Other terry towelling and similar terry fabrics, of cotton (bleached, dyed, mercerized, printed, or otherwise finished): Other than assembled by sewing, gumming or similar operation	Free	15%

The public inquiry will take place in Wellington on Monday, November 8, 1965. Typewritten statements of evidence (12 copies) should be lodged with Mr. N. V. Farrant, Secretary, Tariff and Development Board, P.O. Box 5070, Wellington, New Zealand, not later than Monday, October 25, 1965. 'Notes for the Guidance of Witnesses,' which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board can be seen at the Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

The Cotton Board and the Manchester Chamber of Commerce have been informed, and it is suggested that any British firm wishing to give evidence might get in touch with them. Firms proposing to give independent evidence through their agents in New Zealand and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 7393/65.

Any British trade association or firm proposing to submit evidence is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, of their intention.

AUSTRALIA

Revision of Customs By-laws

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

New period by-laws

The following goods will be admitted under By-law provided they are entered as set out in the second column:

Item	Goods	Rate of Duty under the Preferential Tariff
24.01.11	Unmanufactured tobacco and tobacco refuse, for use in the manufacture of tobacco (other than cigarettes, snuff, or fine cut tobacco suitable for the manufacture of cigarettes), subject to the following conditions: (a) the unmanufactured tobacco or tobacco refuse shall be entered by an approved certificate holder; (b) except with the consent of the Minister the unmanufactured tobacco or tobacco refuse shall not be transferred to any other person but shall be used solely by the approved certificate holder in accordance with the entry and with the provisions of this by-law; (c) the tobacco content of the tobacco shall comprise not less than 47% by weight of Australian grown tobacco leaf. In this by-law 'approved certificate holder' means a person who is a manufacturer for the purposes of the Excise Act 1901-1963 and to whom the Minister has issued a certificate for the purposes of paragraph 24.01.11 of the Customs Tariff 1965. This by-law shall take effect from October 1, 1965, and shall cease to have effect after December 31, 1965.	Unstripped 5s. per lb. Other 5s. 6d. per lb.

(Continued on next page)

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AUSTRALIA, *continued*

Item	Goods	Rate of Duty under the Preferential Tariff
24.01.11	Unmanufactured tobacco and tobacco refuse, for use in the manufacture of tobacco (other than cigarettes, snuff, or fine cut tobacco suitable for the manufacture of cigarettes), subject to the following conditions: (a) the unmanufactured tobacco or tobacco refuse shall be entered by an approved certificate holder; (b) except with the consent of the Minister the unmanufactured tobacco or tobacco refuse shall not be transferred to any other person but shall be used solely by the approved certificate holder in accordance with the entry and with the provisions of this by-law; (c) the tobacco content of the tobacco shall comprise not less than 50% by weight of Australian grown tobacco leaf. In this by-law 'approved certificate holder' means a person who is a manufacturer for the purposes of the Excise Act 1901-1963 and to whom the Minister has issued a certificate for the purposes of paragraph 24.01.11 of the Customs Tariff 1965. This by-law shall take effect from January 1, 1966.	Unstripped 5s. per lb. Other 5s. 6d. per lb.
24.01.21	Unmanufactured tobacco and tobacco refuse, for use in the manufacture of cigarettes or fine cut tobacco suitable for the manufacture of cigarettes, subject to the following conditions: (a) the unmanufactured tobacco or tobacco refuse shall be entered by an approved certificate holder; (b) except with the consent of the Minister the unmanufactured tobacco or tobacco refuse shall not be transferred to any other person but shall be used solely by the approved certificate holder in accordance with the entry and with the provisions of this by-law; (c) the tobacco content of cigarettes and tobacco shall comprise not less than 47% by weight of Australian grown tobacco leaf. In this by-law 'approved certificate holder' means a person who is a manufacturer for the purposes of the Excise Act 1901-1963 and to whom the Minister has issued a certificate for the purposes of paragraph 24.01.21 of the Customs Tariff 1965. This by-law shall take effect from October 1, 1965, and shall cease to have effect after December 31, 1965.	Unstripped 7s. 2d. per lb. Other 7s. 8d. per lb.
24.01.21	Unmanufactured tobacco and tobacco refuse, for use in the manufacture of cigarettes or fine cut tobacco suitable for the manufacture of cigarettes, subject to the following conditions: (a) the unmanufactured tobacco or tobacco refuse shall be entered by an approved certificate holder; (b) except with the consent of the Minister the unmanufactured tobacco or tobacco refuse shall not be transferred to any other person but shall be used solely by the approved certificate holder in accordance with the entry and with the provisions of this by-law; (c) the tobacco content of cigarettes and tobacco shall comprise not less than 50% by weight of Australian grown tobacco leaf. In this by-law 'approved certificate holder' means a person who is a manufacturer for the purposes of the Excise Act 1901-1963 and to whom the Minister has issued a certificate for the purposes of paragraph 24.01.21 of the Customs Tariff 1965. This by-law shall take effect from January 1, 1966.	Unstripped 7s. 2d. per lb. Other 7s. 8d. per lb.
93.04.2	Single shot, single barrel shotguns, provided entered for home consumption on or before December 31, 1965.	Free

Cancelled by-laws

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below:

Goods	Classification and Rate of Duty under the Preferential Tariff	
	Tariff Item	Rate of Duty
Coated vulcanized fibreboard, for use in the manufacture of travel goods	39.03.394	£27 13s. 4d. per ton
Castors (and rims therefor), having a plate measurement not greater than 3 inches, for furniture, but not including the following: Rubber tyre castors. NOTE: Castors having wheels consisting of a hard rubber centre with a slightly softer outer rubber vulcanized to the centre portion are not regarded as rubber tyre castors.	83.02.910 83.02.991 83.02.999	17½% *ad val.* 27½% *ad val.*
Steel grip neck castors having metal wheels 1 inch to 1·4375 inches in diameter, both sizes inclusive.		
Those known as 'Domes of Silence', 'Invisible Castors', 'Dome Castors' or 'Chair Slides'.		
Castors, for use in the manufacture of hospital furniture.		
Transistors, mounted, and similar mounted devices incorporating semi-conductors: Complete devices, the following: Transistors, silicon, the following: RF kind suitable for use at frequencies of 200 mcs or higher, for use otherwise than in equipment designed primarily for entertainment purposes.	85.21.210	27½% *ad val.*, or, if higher, 2s. 6d. each

Note: Specific rates are shown in Australian currency: £A125 = £100 Sterling.

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Mr. Charles Wheeler (left), chairman of the Committee for Exports to Australia, recently visited the Engineering, Industrial and Machine Tools Exhibition at Melbourne. This picture shows him with Mr. Cyril Holmes, an Assistant Trade Commissioner in Melbourne, examining a specially equipped bus which has been demonstrating machine tools on behalf of the Colchester Lathe Co. Ltd. throughout Australia.

VENEZUELA

Import of textiles

THE BRITISH EMBASSY in Caracas has now reported on the permanent protective measures taken by the Venezuelan authorities to replace the temporary measures (see *Board of Trade Journal* of August 6, 1965, page 332) instituted for a period of 60 days from July 27, 1965.

The goods affected by the new regulations are, with only two exceptions, the same as those to which the temporary measures applied, and full details can be obtained from Export Services Branch of the Board of Trade (City 5757, Ext. 474 or 476).

By means of these new measures the Venezuelan Government is giving protection to the local manufacture of processed cloth by means of import licensing restrictions and a high tariff, while for untreated cloth there is no import licensing, but a high tariff. There is no change in the regulations governing the import of woollen goods which remain subject to import licensing on the basis of one metre of imported cloth against ten metres of cloth manufactured locally. Blankets, carpets and rugs which came within the scope of the temporary measures can now be imported without licence, but are subject to a high tariff.

The new regulations became effective on September 29, 1965, and are also applicable to importations by parcel post.

ECUADOR

New customs tariff

NOTICE WAS GIVEN in the *Board of Trade Journal* of August 13, 1965 of various changes in the Ecuadorean Customs Tariff and HM Embassy in Quito has now reported further amendments.

The main changes in the tariff are:

Tyres and inner tubes for bicycles: reduced from 30 per cent *ad valorem* and 10 sucres per kilo to 25 per cent and 3 sucres.

Tyres for cars: up to 25 kilos: reduced from 10 per cent *ad valorem* and 27 sucres per kilo, to 10 per cent and 18 sucres; **others:** from 10 per cent *ad valorem* and 22 sucres per kilo, to 5 per cent and 17 sucres.

Tyres falling under items No. 375-e-2-B: from 10 per cent *ad valorem* and 21 sucres per kilo, to 5 per cent and 16.50 sucres.

Tyres of over 25 kilos: from 5 per cent and 19 sucres per kilo, to 5 per cent and 16 sucres.

Refrigerators for domestic use: customs duties have again been reduced, this time to 5 per cent *ad valorem* and 22 sucres per kilo.

Deep-freezers: have now been reduced to 10 per cent *ad valorem* and 16 sucres per kilo.

(*Continued on next page*)

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ECUADOR, *continued*

Batteries: duty reduced to 10 per cent *ad valorem* and 15 sucres per kilo.

Other items which have been reduced include: wines (in casks or bottles) chemicals for industries, fertilizers, wheat.

Further information on the Ecuadorean Customs Tariff may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

CHILE

Reduction of customs duty

IT HAS BEEN REPORTED by HM Embassy at Santiago that, by Decree No. 2448 of the Ministry of Finance, which was promulgated in the *Official Gazette* on September 21, 1965, the *ad valorem* tax on common tinplate (Customs Item No. 1197) was suspended until further notice.

Amendments to import list

THE FOLLOWING AMENDMENTS should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see column 4) are the same, unless otherwise stated. If no figure is given it should be understood that the percentages have yet to be fixed.

Section	Group	Item	Tax/Deposit
X	54	Common tinplate	Free (Tax only)
XI	60	Delete the following items:	
		Animal-drawn ploughs	
		1, 2 and 3-disc fixed ploughs	
		1, 2 and 3-disc reversible or turn over ploughs	
		Ploughs, of types not specified	
		Add the following new items:	
		Animal-drawn ploughs	
		Mechanically-drawn ploughs	
		Delete the following item:	
		Manually-operated sprayers	
		Add the following new item:	
		Sprayers: motor pumps for attachment to power take-offs and spray-bar equipment with motor units and/or for attachment to power take-offs, up to 1,500 litres capacity and manually-operated ones.	

Exchange regulations

IT HAS BEEN reported by HM Embassy at Santiago that, at its Session No. 354, which took place on September 15, 1965, the Executive Committee of the Central Bank ruled that all goods, irrespective of the date of the relative bill of lading, can now be paid for through the futures exchange market. The only conditions are:

(i) The goods must have been cleared through the Chilean customs and all duties, etc., paid.
(ii) No payment can be made until at least 120 days have elapsed since the relative date of the bill of lading.

ARGENTINA

Imports of capital goods

HM EMBASSY at Buenos Aires report the issue of Argentine Central Bank Circular RC No. 253 of September 21, 1965, under the terms of which authorized institutions in Argentina are empowered to effect transfers of funds abroad in respect of certain imports of capital goods which have already been introduced into the country and are not covered by the provisions of Circular RC No. 196 of November 20, 1964 (see the *Board of Trade Journal* of January 22, page 187). Transfers may be made in respect of:

(a) Shipments made prior to November 15, 1963, and between May 5 and June 30, 1964, of imports not covered by Laws or special Decrees exempting them from payment of surcharges and/or customs duties.

(b) Shipments made prior to October 9, 1964, of imports covered by the special regulations mentioned in (a) above.

Exemption from the payment of prior deposits

HM EMBASSY at Buenos Aires report the issue of Secretariat of State for Industry and Mining Resolutions Nos. 252 of July 22 and 298 of August 30, comprising lists of raw materials which are exempt from the payment of prior deposits. The exemptions, which supplement those contained in Resolutions Nos. 211 and 214 (see the *Board of Trade Journal* of July 16, page 164) are conditional on the raw materials being imported for industrial use and on payment terms of not less than 180 days.

The Spanish texts of Resolutions Nos. 252 and 298 are available for inspection at Export Services Branch (Tariff Section) of the Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4.

Exchange rates

ARGENTINE CENTRAL BANK Circular No. 251 of September 13, confirms that the following rates of exchange for the Argentine peso are applicable as from the date of the Circular:

Buyers' rate: 178.0 pesos to the United States dollar.
Sellers' rate: 180.0 pesos to the United States dollar.

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is *considering* whether the following products should be declared 'approved products' for the purposes of the above law:

Reclaimed and refined non-ferrous metals, compounds of non-ferrous metals, and manufactures of non-ferrous metals.

'Approved manufactures' of these products will enjoy income tax relief, duty-free imports of building material, plant, machinery, etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacture' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Consumption duty

THE *Board of Trade Journal* of July 9, 1965 (page 114) gave details of a 2½ per cent consumption duty in Jamaica. Since that date the schedule of items affected by the duty has been revised as follows:

Item No.	Class or Description of Goods
	DAIRY PRODUCTS, N.E.S.
029-09.1	Malted milk.
029-09.2	Tonic foods.
	COFFEE
071-02	Coffee, roasted, including ground.
071-03	Coffee extracts, coffee essences and similar preparations containing coffee.
	COCOA
072-02	Cocoa powder.
	CHOCOLATE AND CHOCOLATE PREPARATIONS
073-01	Chocolate preparations (excluding chocolate confectionery and chocolate biscuits).
	PIGMENTS, PAINTS, VARNISHES AND RELATED MATERIALS
533-01	Colouring materials, including distempers and laundry blue, other than of coal tar origin.
533-03.1	Paints (excluding artists' colours).
533-03.2	Enamels.
533-03.3	Varnishes.
	MEDICINAL AND PHARMACEUTICAL PRODUCTS
541-01	Vitamins and vitamin preparations.
541-04.9	Cocaine, caffeine and other alkaloids, salts and their derivatives (excluding opium alkaloids).
541-09.1	First aid boxes and kits.
	Medicinal and pharmaceutical products, n.e.s.:
541-09.9	Other.
	PERFUMERY, COSMETICS, SOAPS AND CLEANSING AND POLISHING PREPARATIONS
552-01.4	Shampoos and shaving creams.

552-01.5 Cosmetics: toilet preparations, n.e.s. (including rouge, powder, lipstick, hair dyes, bath salts and deodorants).
552-01.6 Dentifrices (including denture powder and dental soaps).
552-02.1 Soft soap and resin soap.
552-02.2 Hard soap, in blocks, slabs or bars, whether or not scented or transparent.
552-02.3 Soap in powders, flakes, granules and the like; liquid soap, whether scented or not.
552-02.4 Other soap, including toilet, solid shaving soap, medicinal and similar soaps (but excluding dental soaps, shaving creams and shampoos: Items 552-01.4; 552-01.6).
552-02.5 Washing preparations, whether or not containing soap.

ARTICLES OF PULP, OF PAPER AND OF PAPERBOARD, N.E.S.
642-09.1 Sanitary pads, paper.
642-09.2 Toilet paper.
The following fabrics (excluding greige and fents) (Items 652-02 to 653-07) of a value of or exceeding 3/- per linear yard, and for this purpose 'value' means:
(a) if the goods are imported into Jamaica, the value of the goods as determined under the Customs Law;
(b) if the goods are manufactured in Jamaica, the price which, in the opinion of the Collector-General, the goods would fetch on a sale made at the time when the duty in respect of the goods becomes due by a person selling on the open market in Jamaica, if the sale were made in the circumstances specified in the Schedule to the Act:
652-02 Cotton fabrics (excluding gauze which the Collector-General is satisfied is imported for industrial use – Item 652-02.11).
653-01 Silk fabrics.
653-02 Woollen and worsted fabrics.
653-03 Linen fabrics.
653-04 Jute fabrics.
653-05 Fabrics of synthetic fibres and spun glass.
653-06 Fabrics of textile fibres mixed with metal.
653-07 Knitted fabrics (piece-goods) of all textile fibres.

SPECIAL TEXTILE PRODUCTS
655-09.92 Sanitary pads, cotton.

JEWELLERY
673-01.1 Jewellery of gold, silver and the platinum group of metals.

MANUFACTURES OF METALS, N.E.S.
699-29.9 Metal awnings.

FURNITURE AND FIXTURES
821-02 Metal furniture and fixtures (including metal office cabinets).
821-09.1 Mattresses of rubber.
821-09.91 Mattresses, inner spring.
821-09.99 Upholstered furniture.

CLOTHING
Stockings and hose:
841-01.1 of cotton.
841-01.9 other.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

BRITISH GUIANA

Import licensing arrangements

THE BRITISH GUIANA Ministry of Trade and Industry has advised importers that Pure Ghee Substitute falls within the definition of 'Margarine' under the Sale of Foods and Drugs Ordinance Chapter 144. As margarine is imported on a quota basis no further licences will be issued for the importation of pure ghee substitute. Importers may apply for quotas when these are being issued.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4. (Tel. City 5757, Ext. 471).

WINDWARD ISLANDS

Import licensing arrangements

THE LIST of goods which require specific licences when imported into Grenada (see *Board of Trade Journal* of September 9, 1960, page 607) has been further amended by the addition of the following new items:

Beer and malt beverages.
Poultry (killed) except backs, necks and wings.
Eggs.

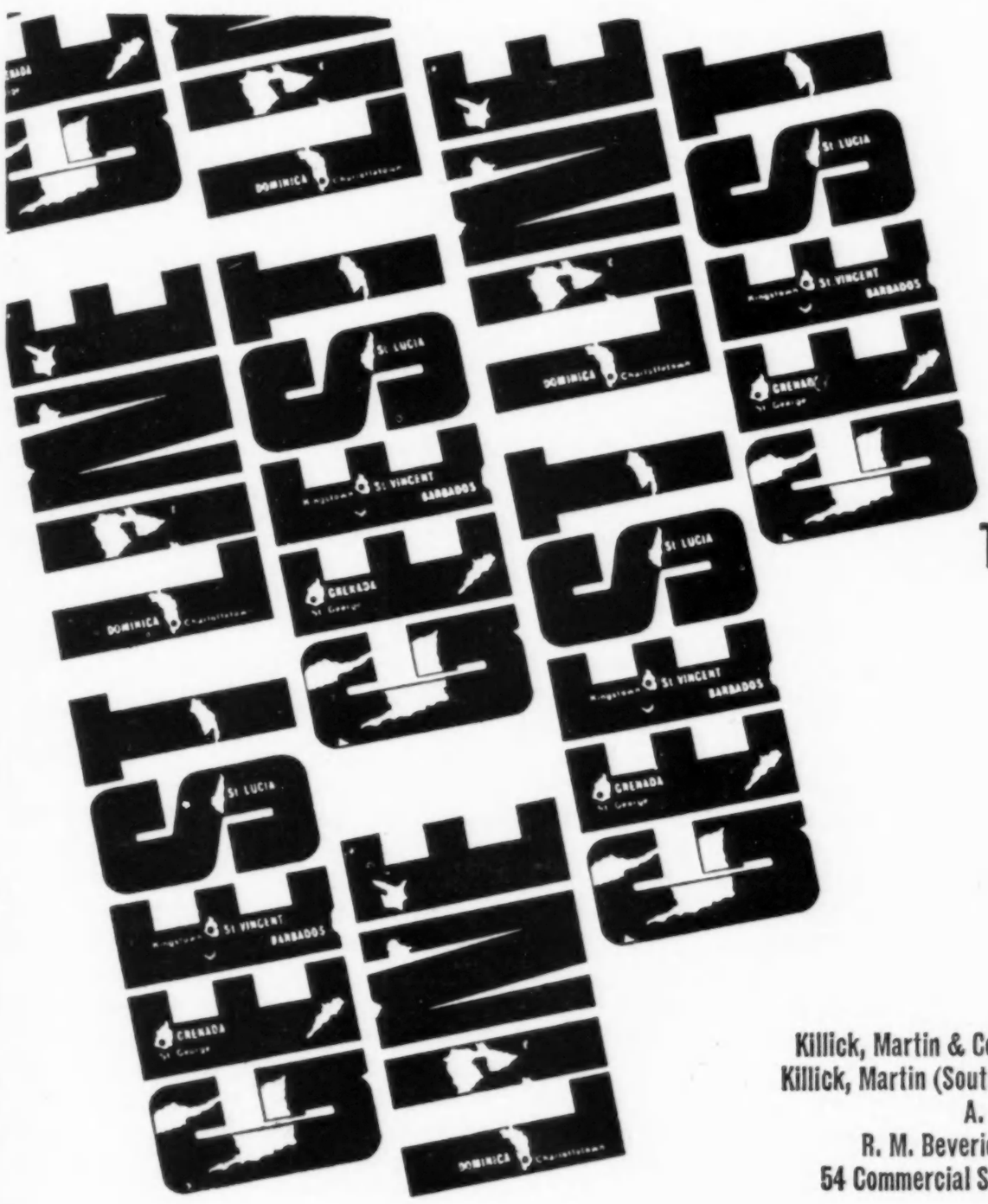
Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

ST. VINCENT

Import (Fresh Fish, Eggs and Chicken Carcasses) Regulations, 1965

THE Import (Fresh Fish, Eggs and Chicken Carcasses) Regulations, 1965 which became effective on August 31, 1965, prohibit the import into St. Vincent of fresh fish, chicken eggs, or the whole carcass of any

(*Continued on next page*)



From you to Barbados in 14 days

THIS IS THE GEEST LINE SERVICE EVERY WEEK

Dominica 18 days
St. Lucia and St. Vincent 17 days
Grenada 16 days
Direct from Barry and Preston

Head Office: Geest Industries Ltd., Spalding, Lincs. Tel: Spalding 3901.
Grams: Geest, Telex, Spalding. Telex 3235
Port Offices: No. 2 Dock, Barry, Glamorgan, Tel: Barry 4121. Telex 49428
Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642
Agents:
Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 20044. Telex 47633
A. H. Seale & Company Limited, St. Martin House, Bull Ring, Birmingham 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6 Telex 778118
54 Commercial Street Dundee. Tel: Dundee 22131, 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

ST. VINCENT, *continued*

chicken, except under the authority of a licence granted by the St. Vincent Controller of Supplies.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE TRINIDAD AND TOBAGO Government is considering whether the following products should be declared 'pioneer products' for the purposes of the above law:

Dehydrated soup preparations, gravy bases in powder form and flavoured drink powders.
Insecticides.

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad, (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HM Stationery Office, Kingsway, London, W.C.2, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HM Stationery Office, PO Box 569, Cornwall House, London, S.W.1.

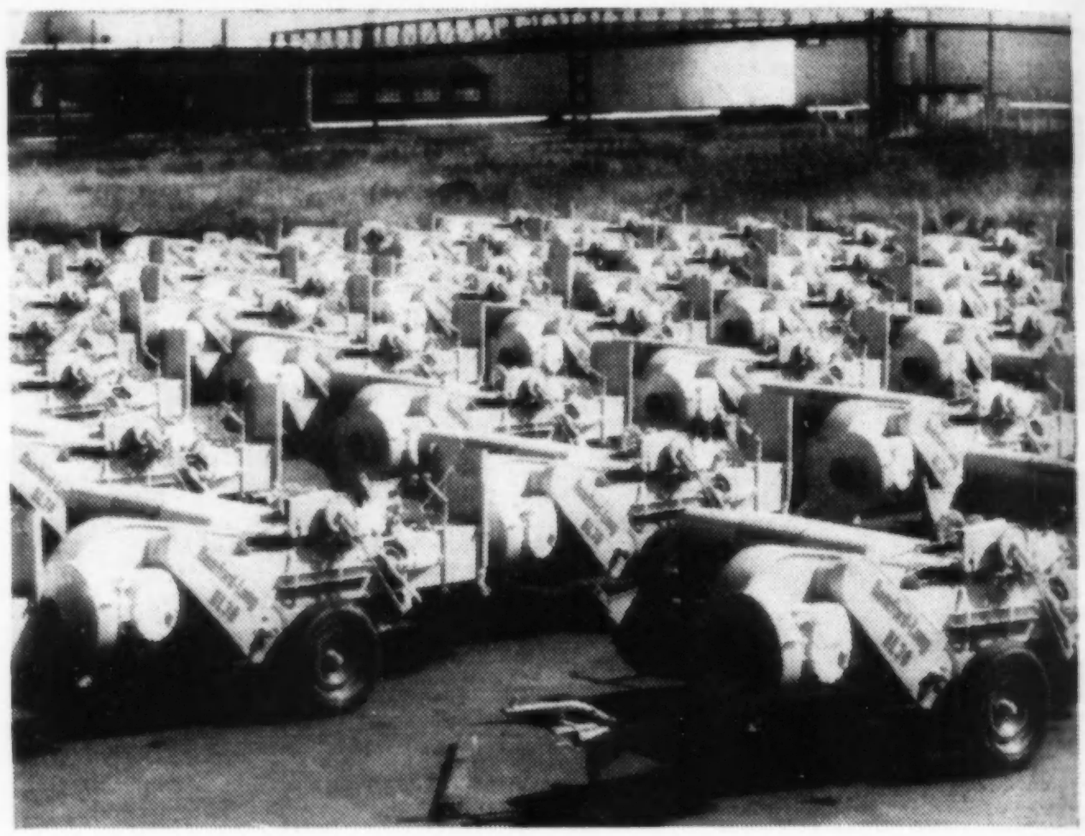
Regulation No.	Description	Price
46/65	On the measures to be applied in the matter of prices for milk and dairy products for the 1965/1966 season	6d.
48/65	To amend the Annexes to Regulation No. 157/64 on the adjustments and corrections to be made in determining the free-at-frontier prices for milk and dairy products	1s. 6d.
56/65	On the refund applicable, in intra-Community trade, to cheeses of the Emmental, Gruyere and Sbrinz varieties	3d.
59/65	To amend Regulation No. 158/64 in respect of the standard calculation of internal taxation levied on imports into Germany of certain dairy products	6d.
60/65	Fixing the standard amounts of levy for certain categories of cereals, flour, groats and meal for the marketing season 1965/1966	3d.
61/65	To amend the wording of Articles 1 (3) of Regulation No. 164/64 concerning certain refunds on exports of processed products derived from rice and other cereals	3d.

SPAIN

Opening of global quotas

THE LIST of Spanish global quotas for 1965 was published in the *Board of Trade Journal* of February 26, page 473. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Closing date for applications
		Pesetas	
19	Other condensation, polycondensation and polyaddition products	76,500,000	October 30
21	Polyvinyl chloride	10,000,000	October 30
22	Other polymerization and copolymerization products	76,500,000	October 30



A shipment of balers made by Bamfords Ltd., Uttoxeter, Staffs, ready to be loaded on a charter boat for France. Bamfords claim an achievement of over 50 per cent of total production exported to more than 50 countries. Latest market to be developed is Canada, and the first shipment of balers is already on its way there.

FRANCE

Imports of cake from Britain under a negotiated quota

THE FRENCH *Journal Officiel* of September 30, announced the opening of a supplementary quota for the export of cakes and similar products (Tariff No. 19.08 B ex II) from Britain to France under quota No. 12.

The amount of this quota has been increased by £20,000, making a total of £80,000 for the whole of 1965.

Applications for import licences should be submitted on form AC, accompanied by three copies of a *pro-forma* invoice made out in accordance with the instructions given in the *Board of Trade Journal* of February 19, pages 432/3, to the *Direction des relations economiques exterieures, service des autorisations commerciales (importations), 8, rue de la Tour-des-Dames, Paris (9e)*, where they will be examined as and when they are received.

The French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Imports of beef

THE FRENCH *Journal Officiel* of October 3 announced that from October 1 to December 31, 1965, inclusive, the quota mentioned in note (2) of the French Tariff heading 02-01 AIIa (frozen beef intended for manufacturing) has been fixed at 2,000 metric tons net of meat which has not been de-boned. Imports of de-boned meat are to be converted at the rate of 100 kg. of de-boned meat to 130 kg. of non de-boned meat.

The conditions under which imports will be admitted under this quota are those laid down by an order of April 12, 1962, fixing the general conditions for imports under quotas laid down in the French Customs Tariff.

Imports are also subject to the accomplishment by the actual consignee, assignors, assignees and users, of the formalities laid down in Article 4 of an order dated June 28, 1963, fixing the conditions for admission of certain goods which benefit from a favourable tariff treatment in view of their effective destination.

The manufacturing process to which the meat is to be subjected must take place within six months from the date of registration of the customs declaration.

The *Journal Officiel* of October 6 announced the opening of a quota under the regulations of the European Economic Community for imports of frozen beef, intended for manufacture, from all countries other than those of the EEC.

This quota will benefit from a reduced rate of duty of 10 per cent, and imports may be effected up to December 31, 1965.

The *Direction Générale des douanes et droits indirects* will grant certificates giving the right to import at the reduced rate of duty.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

LEBANON

Customs tariff

THE FOLLOWING AMENDMENTS have been made to the Lebanese Customs Tariff:

Heading No.	Description of Goods	Basis for Collection	Normal Tariff
25.23	Portland cement, ciment fondu, slag cement, supersulphate cement and similar hydraulic cements, whether or not coloured or in the form of clinker: a. Natural or artificial cement (the duty not to be less than *ad valorem* 40%)	100 kgms gross	200 piastres
45.02	Natural cork in blocks, plates, sheets or strips (including cubes or square slabs, cut to size for corks or stoppers): a. Intended for the refrigerating industry or for the preservation of agricultural produce (1)	*ad valorem*	(no change)
45.04	Agglomerated cork (cork agglomerated with or without a binding substance) and articles of agglomerated cork: a. Blocks, plates or sheets intended for the refrigerating industry or the preservation of agricultural produce (1)	*ad valorem*	(no change)
	b. Bricks, tiles, tubes or tube sections and similar shapes, for building and insulating: 1. Intended for the refrigerating industry or the preservation of agricultural produce (1)	*ad valorem*	(no change)
98.02	Slide fasteners and parts thereof: a. Slide fasteners (the duty not to be less than *ad valorem* 25%)	1 metre	12 piastres
	b. Other	*ad valorem*	25%

All inquiries about this notice should be addressed to Tariff Section, Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of September 24 announced that the following items were to be added to the list of goods subject to import licence and quota restrictions:

Tariff No.	Description
Ex 76-15 C	Miscellaneous articles of aluminium: light and heavy cylindrical saucepans, couscous basins, milk cans, cooking pots, skimmers, ladles, frying-pans, butter dishes, egg-cups, cups, etc.

Existing orders may be admitted quota-free until October 24.

Inquiries about this notice should be addressed to Export Services Branch, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

REPUBLIC OF SOUTH AFRICA

Customs tariff change

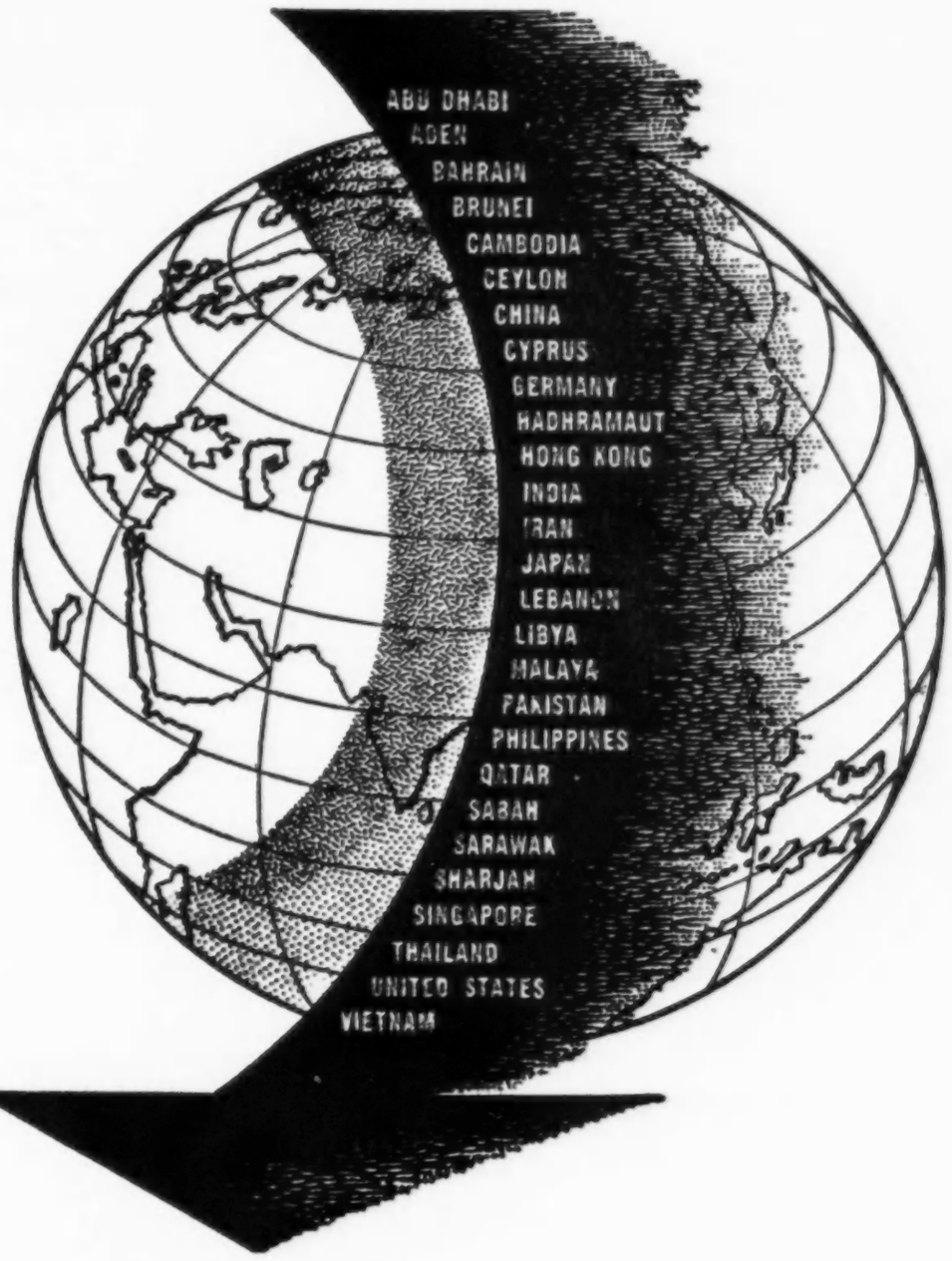
TELEGRAPHIC ADVICE has been received from Pretoria of an increase in duty under heading 39.02.80 on polyacrylic and polymethacrylic derivatives, and acrylomethacrylic copolymers in forms other than liquid, pasty, blocks, lumps, powders and similar forms. The increase is from free to 20 per cent *ad valorem*.

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

The best way to these EXPORT MARKETS



is through THE CHARTERED BANK

(Incorporated by Royal Charter, 1853)

The Bank, its subsidiaries and associates are the largest British banking group in the East, having over 200 offices in twenty-seven territories, as shown above.

THE CHARTERED BANK
Head Office: *38 Bishopsgate, London, E.C.2.*
Manchester Office: *52 Mosley Street, Manchester, 2.*
Liverpool Office: *28 Derby House, Exchange Buildings, Liverpool, 2.*

THE EASTERN BANK LIMITED
Head Office: *2 & 3 Crosby Square, London, E.C.3.*

ASSOCIATED BANKS: ALLAHABAD BANK LTD. (INCORPORATED IN INDIA)
THE IRANO BRITISH BANK (INCORPORATED IN IRAN)
THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

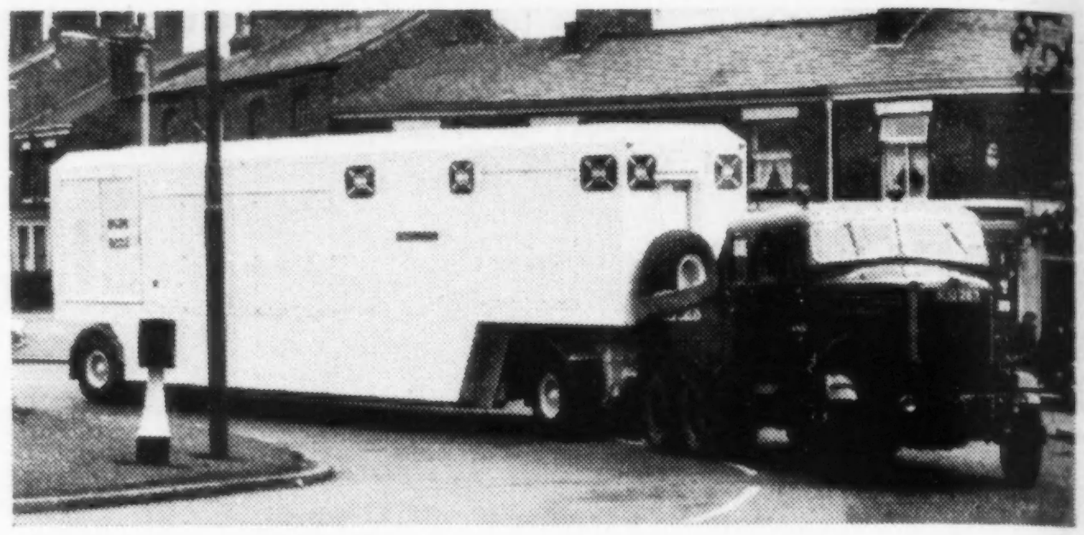
GHANA

Notice to importers

NOTICE TO IMPORTERS No. 260 published in the Ghana *Commercial and Industrial Bulletin* dated September 24, announces that applications may be submitted for import licences in respect of all classes of goods for the period January to December 1966.

United Kingdom importers who wish to apply for import licences should submit separate applications for each group of items and for each country of origin and address them to the Minister of Foreign Trade, P.O. Box M.47, Ministry Branch Post Office, Accra, to arrive not later than October 31.

Full details of the provisions of this notice may be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).



1,500 kW trailer-mounted diesel generating set built by The English Electric Company at Preston and powered by an English Electric Type 16CSV 16-cylinder turbocharged diesel engine. The set will provide standby power for the House of Representatives at Accra.

KENYA

Import licensing regulations

LEGAL NOTICE No. 257 the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 9) Order, 1965, published in the Kenya *Official Gazette*, amends, with effect from September 25, the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200, 1201) and subsequently amended, is now further amended by the deletion therefrom of the following items:

Item No.	Description
	641 – Paper and paperboard:
	Other printing and writing paper (machine-made), in rolls or sheets:
641 2 1	Uncoated printing and writing paper in rolls or sheets manufactured in Japan.
641 2 2	Coated printing and writing paper in rolls or sheets manufactured in Japan.
652 1 0	Cotton fabrics, woven, grey (unbleached), not mercerized, manufactured or originating in Japan.
652 2 1	Bleached, manufactured or originating in Japan.
652 2 2	Coloured (woven of coloured yarn or of yarn of different colours) manufactured or originating in Japan.
652 2 4	Dyed in the piece–drills and twills other than khaki manufactured or originating in Japan.
652 2 5	Dyed in the piece – other manufactured or originating in Japan.
652 2 7	Printed, other manufactured or originating in Japan.
652 2 9	Other (including cotton velvets, plushes, corduroy and furnishing fabrics) manufactured or originating in Japan.
	653 – Textile fabrics, woven (not including narrow or special fabrics), other than cotton fabrics:
653 1 0	Silk fabrics, woven, manufactured or originating in Japan.
653 2 0	Woollen fabrics, woven (including fabrics of fine hair), linen, ramie and true hemp fabrics, woven, manufactured or originating in Japan:
	Fabrics, woven of synthetic fibres, of regenerated (artificial) fibres and glass fibre.
653 5 1	Grey (unbleached), manufactured or originating in Japan.
653 5 2	Bleached, manufactured or originating in Japan.
653 5 3	Coloured (woven of coloured yarn or of yarn of different colours), manufactured or originating in Japan.
653 5 4	Dyed in the piece, manufactured or originating in Japan.
653 5 5	Printed, manufactured or originating in Japan.
653 5 9	Other (including velvets, plushes, furnishing fabrics, etc.), manufactured or originating in Japan:
	Knitted or crocheted fabrics, not elastic nor rubberized.
653 7 1	Knitted tubular cloth, manufactured or originating in Japan.
653 7 9	Other, manufactured or originating in Japan:
	Fabrics, woven, n.e.s. (including fabrics, made of coarse hair and of paper yarn).
653 9 1	Sisal fabrics, manufactured or originating in Japan.
653 9 9	Other fabrics, manufactured or originating in Japan.
	655 Special textile fabrics and related products:
	Cordage, cables, ropes, twines and manufactures thereof (fishing nets, rope-makers' wares):
655 6 5	Fishing nets and netting including fishing lines, manufactured or originating in Japan.
656 6 1	Woollen, manufactured or originating in Japan:
	Made-up articles of textile materials, n.e.s.
656 9 1	Bed sheets, bed-spreads, table-cloths, towels and similar articles, manufactured or originating in Japan.
656 9 2	Mosquito nets, manufactured or originating in Japan.
656 9 9	Other. manufactured or originating in Japan.
	729 – Other electrical machinery and apparatus:
	Batteries and accumulators:
729 1 2	Cells, dry, for torches, transistor radios, etc., manufactured in Japan.
	732 – Road motor vehicles:
	Bodies, chassis, frames and other parts of motor vehicles other than motor-cycles (not including rubber tyres, engines, chassis with engines mounted, electrical parts):
732 8 9	Other parts for motor vehicles (except for motor-cycles and tractors), manufactured in Japan but for motor vehicles not manufactured in Japan.
733 1 1	Cycles, not motorized, complete, of Japanese manufacture.
733 1 2	Cycle parts only, manufactured in Japan.
841 1 2	Outer garments, other, manufactured or originating in Japan.
841 1 3	Under garments and nightwear, manufactured or originating in Japan.
841 2 0	Clothing accessories of textile fabric, not knitted or crocheted (handkerchiefs, shawls, scarves, mufflers, ties, cravats, collars, corsets, suspenders, brassieres, etc.), manufacture or originating in Japan.
841 4 1	Cardigans, jerseys, jumpers, pullovers and slipovers, manufactured or originating in Japan.
841 4 2	Stockings and hose, manufactured or originating in Japan.
841 4 3	Vests and singlets, manufactured or originating in Japan.
841 4 4	Under garments, n.e.s., manufactured or originating in Japan.
841 4 9	Other, manufactured or originating in Japan.
841 5 0	Headgear, manufactured or originating in Japan.
	Division 86 – Professional scientific and controlling instruments; photographic and optical goods, watches and clocks
	861 – Scientific, medical optical, measuring and controlling instruments and apparatus:
	Binoculars, microscopes, and other optical instruments:
861 3 1	Binoculars and refracting telescopes, n.e.s., manufactured in Japan.
861 3 9	Other of Japanese manufacture:
	Photographic cameras (other than cinematographic) and flashlight apparatus:
861 4 1	Photographic cameras, complete, of Japanese manufacture.
861 4 9	Photographic camera parts and accsssories, including flashlight apparatus, of Japanese manufacture.
861 5 0	Cinematographic cameras, projectors, sound recorders and sound reproducers, of Japanese manufacture.
	891 - Musical instruments, sound recorders and reproducers and parts and accessories therefor:
891 1 2	Tape recorders and tape playing machines, etc., of Japanese manufacture.

Note: This latest licensing regulation has the effect of prohibiting importation of the above listed goods of Japanese origin into Kenya, except under and in accordance with a special import licence.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E,C.4. (Tel. City 5757, Ext. 472).

ZAMBIA

Customs tariff application

THE FIRST SECRETARY (Commercial) at Lusaka, has reported that the Ministry of Commerce and Industry have received an application for increase in customs duty on radios, radiograms and record players as follows:

Description of Commodity	Tariff Item		Rates of Duty Col. A	Col. B	Col. C	Col. D
Present wording:				Present		
Wireless and television broadcast receivers; radio gramophones; electrical record players; electrical sound amplifiers; electrical sound reproducing and recording machines; cabinet loudspeakers; chassis, complete or incomplete; and cabinets, imported separately, n.e.e.:						
Broadcast receivers, radio gramophones, record players, amplifiers and car radios: of a value for duty purposes not exceeding £10 each . .	154 (b) (i)	*ad val.*	35%	25%	25%	10%
Other . . .	154 (b) (ii)	*ad val.*	50%	40%	40%	25%
Other, and parts and accessories, n.e.e. .	154 (c)	*ad val.*	30%	20%	20%	5%
Proposed wording:				Requested		
Wireless; radio gramophones; electrical record players; electrical sound amplifiers; electrical sound reproducing and recording machines; cabinet loudspeakers; chassis, complete or incomplete; and cabinets imported separately, n.e.e.:						
Broadcast receivers,						

At the Portsmouth Factory of Bell Punch Company Limited – a member of the Lamson Industries Group of Companies – an operator is carrying out tests on a partly completed ANITA – the all British world's first electronic desk calculator. This machine is marketed in the United Kingdom by Sumlock Comptometer Ltd., London. and is also being successfully exported to 23 countries in the world, including the United States, Canada, South America, most of the Western European countries, the Middle East, South Africa, Australia and Japan.

Description of Commodity	Tariff Item		Rates of Duty Col. A	Col. B	Col. C	Col. D
radiogramophones, record players, amplifiers . .	154 (b) (i)	*ad val.* and in addition per each	50% £2	40% £2	40% £2	25% £2
Car radios and television broadcast receivers . .	154 (b) (ii)	*ad val.*	35%	25%	25%	10%
Chassis (as defined) whether or not incorporating other parts, complete or requiring the addition of transistors, valves or loudspeakers . .	154 (b) (iii)	*ad val.* and in addition per each	50% £2	40% £2	40% £2	25% £2

NOTES:

Chassis for the purpose of this section is defined as:

A. Copper clad board, known as printed circuits, which has been etched, cut and punched for assembly purposes; or

B. Plastic, fibrous, laminated or other metallic or non-metallic sheet insulation, conductively coated; drilled, punched, etched, printed or otherwise fabricated in such a manner as to identify it as a finished or partly finished component of radio apparatus, but excluding internal and external metal framework; or

C. Receivers without cabinets.

Wooden cabinets, complete or incomplete, polished or unpolished, but excluding preformed cabinet shells . | 154 (b) iv) | *ad val.* and in addition per each | 50% £2 | 40% £2 | 40% £2 | 25% £2 |
| Other, and parts and accessories, n.e.e.: Transformers up to 25 watts and coils, whether or not incorporated with a switch, coil formers, whether or not wound or fitted with cores but not including ceramic or glass formers . . . | 154 (c) (i) | *ad val.* and in addition per each | 30% 2s. | 20% 2s. | 20% 2s. | 10% 2s. |
| Other . . . | 154 (c) (ii) | *ad val.* | 30% | 20% | 20% | 5% |

(Britain pays the Column D rate of duty.)

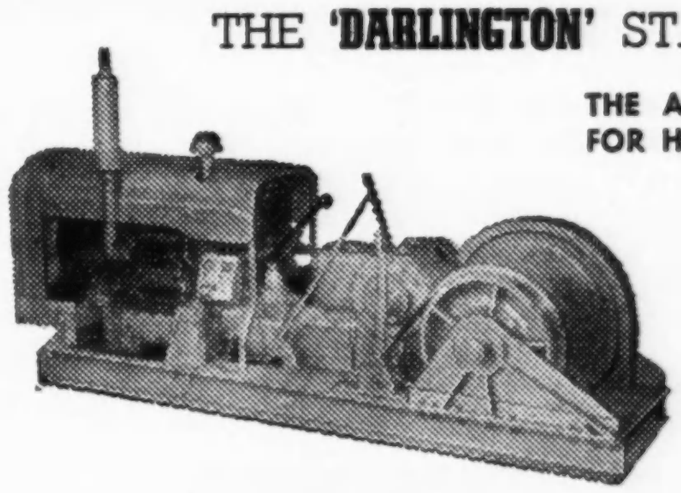
Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any British firm wishing to make representations to the Zambia Ministry of Commerce and Industry, and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the Zambian authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE7720/65. The closing date for receipt of representations by the Ministry of Commerce and Industry is November 12.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms.

DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC



THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

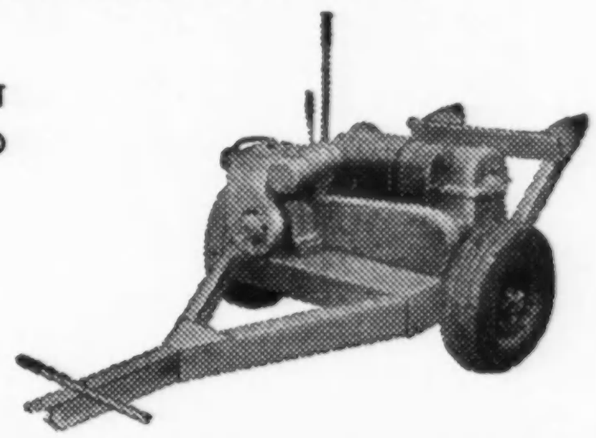
FOR HOISTING, HAULING LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) **Ltd.**

TEAM VALLEY ESTATE, CO. DURHAM

Special vertical pump motors being assembled at the Yate, Bristol, works of Newman Industries Ltd. as part of a large order received by the firm from a German pump manufacturer for use on irrigation projects in Turkey.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Room F57, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

SINGAPORE

Quantitative restrictions

PRELIMINARY NOTICE has been received from Singapore to the effect that quantitative controls on most of the commodities in the list of items which appeared in the notice on Malaysia on pages 44/45 of the *Board of Trade Journal* dated July 2, 1965 have been abolished.

The principal items still subject to quantitative control are condensed milk, chocolate and preparations thereof, vehicle tyres and tubes, plywood, tubes and pipes of iron and steel, insulated wires and cables, refrigerators, electric light bulbs, hosiery and air conditioners.

Further details will be published when available.

MALAYSIA

Import licensing

THE BOARD OF TRADE has been informed by cable that the Malaysian Government has announced that with effect from October 1, 1965, imports of wheat flour, bran and animal feedings into the States of Malaya, Sabah and Sarawak are subject to specific import licensing and quotas based on imports in 1964.

Ban on goods from China

THE BOARD OF TRADE has been informed that with effect from October 1, 1965, the Malaysian Government has imposed a total ban of the following goods from China:

Cotton fabrics, printed.
Articles of iron or steel enamel.
Articles of iron or steel not enamel.
Articles of aluminium and builders sanitary ware.
Undergarments and nightwear.
Pencils.
Joss papers.
Bleached, dyed and printed shirtings.
Bleached, dyed and printed sheetings.

MALAYSIA (SABAH & SARAWAK)

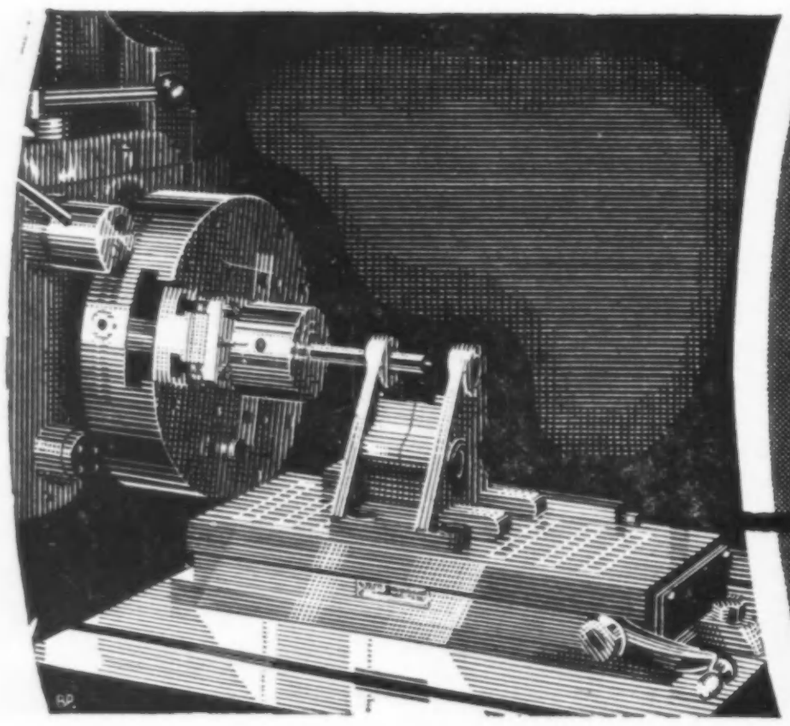
Goods subject to import licensing

THE BOARD OF TRADE have been notified from Malaysia (Sabah and Sarawak) that the following new items should be added to the list of goods subject to import licensing which was published in the *Board of Trade Journal* of July 2, 1965, page 44.

This restriction shall not apply to:

(a) goods imported or removed by or on behalf of the Government of Malaysia or the Government of any State or by His Majesty's Navy, Army, or Air Force, or Commonwealth Forces;
(b) goods produced or manufactured in Malaysia.

Tariff Code No.	Description
893 201	Articles for household use of plastic materials (except ash trays and pipe racks) not elsewhere specified.
893 209	Articles of plastics materials, other than woven, not elsewhere specified or included.



Consult us for the magnetic answer to your workholding problems

The 'Eclipse' organisation offers the best technical advisory service to Production Engineers. Magnetic Lathe Chucks, Rectangular Chucks, and other magnetic tools help to keep down your rising costs. Further information from your local 'Eclipse' distributor.

Eclipse

THE FIRST NAME FOR MAGNETIC TOOLS

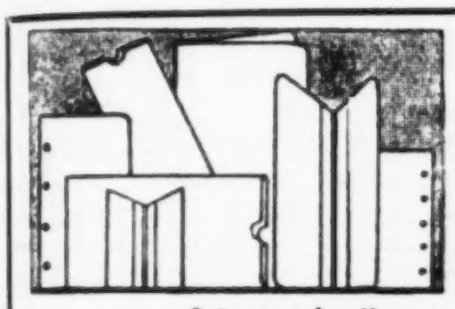
James Neill & Company (Sheffield) Limited

and obtainable from all tool distributors

PM 167

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.



PVC Wallets and Containers

Salesmen's albums, document cases, cheque book and travel cheque holders, note cases, loose leaf binders, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: Willesden 5277

Fabricators in sheet steel and plate, stainless steel, aluminium
Argon arc welding
Tank manufacturers
Prototype work
Forming, dishing, louvring, nibbling, slotting and flanging
8′ press brake capacity
Site welding

C. E. Turner (Engineers) Ltd
Linford Street, London SW8
Telephone: MACaulay 7118

TUBULAR FURNITURE & EQUIPMENT

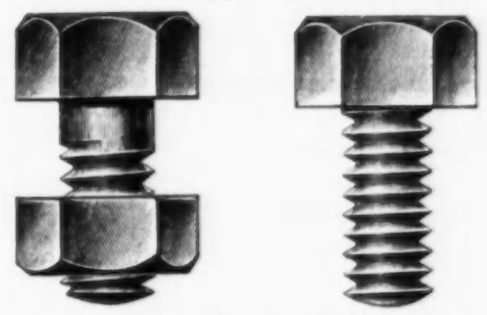
Metalliform Ltd. manufacture a wide range of tubular furniture and equipment, all modern in design and sturdy in construction. Illustrated catalogues gladly forwarded on request.

METALLIFORM LIMITED
HOYLAND COMMON nr. BARNSLEY tel HOYLAND 2187

Screwing machines
For Bolts and Pipes
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd
106 Dockfields Road, Shipley, Yorks.
Shipley 53388

Bolts and nuts, screws, rivets, burrs, studding, washers
All sizes and types in any material



Abis & Co. (Birmingham) Ltd
Dennis Road, Sparkbrook, Birmingham, 12
Telephone: South 3781 (6 lines)

Manufacturers
Shotblast plant
Centrifugal and Compressed Air, Vapourblast and Stencil equipment.
Dust Arresters and Ducting.
Shotblast and Metal Spray Service—At Works and on Site

H. G. Sommerfield Ltd
Grovebury Rd., Leighton Buzzard, Beds.
Telephone: Leighton Buzzard 2772 and 3454

PRECISION PRODUCTS (LEEDS) LTD.

Precision Products fabricate and mould thermoplastic materials to meet individual requirements, whether "one-off" or long run.

Stockists of "Perspex" P.V.C., Polythene, Nylon, etc.

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A must for all British exporters
Published daily, Monday to Friday giving up-to-date details of Calls for Tenders for all types of commodities and services from overseas countries. A special supplement 'World Economic Comments' is also issued quarterly.

Export Service Bulletin
Board of Trade
Export Services Branch
Hillgate House, 35 Old Bailey, EC4
Telephone: CITy 5757 Ext. 7058

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Speciality millboards and fibreboards for Industry uses:

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PALLETIZATION SHOE COMPONENTS
TRAVEL GOODS SPECIALITY PACKAGING
AND MANY OTHER USES.

JACKSONS' MILLBOARD & FIBRE CO. LTD.
Bourne End, Bucks.
Telephone: Bourne End 1111 Telex: 84153

MALAYSIA (STATES OF MALAYA)

Pioneer Industries Ordinance, 1958

THE BOARD OF TRADE has been informed by cable that the Malaysian Government have announced that, subject to representations made in writing to the Minister of Commerce and Industry before November 6, 1965, it is proposed to declare the following industry and products to be a pioneer industry and pioneer products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

Industry	Products
Motor vehicle parts and accessories manufacture	(i) Electrical equipment (ii) Chassis frames and parts for the chassis (iii) Garage tools

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industry Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years, depending on the amount of capital invested in Malaya.

Inquiries to Commercial and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance

Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

FIRM IN IRELAND – wants Agencies for Prepacked Edible Products. Established connections with Grocery Supermarket, Pharmaceutical trades. Excellent premises and efficient Sales Organisation. Box M10595, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

ATLAS TRANSLATIONS LTD., specialize in technical translations in all Languages, Tenders, Contracts, Specifications, Advertising Material, Catalogues, etc. Same Day Service for Commercial Correspondence, 4 Norland Square, London. W.11. Tel.: BAYswater 4477

"FLASH" Carton Case Opener. The Opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Box Strapping Equipment, Acme Steel Strapping Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308.

ADVERTISING LITERATURE, handbooks prepared for Continent/USA. Correct idiomatic translations and style for technical products all kinds. Export Public Relations, advertisements, marketing advice. TEKMARK, 39, Queensway, Newton, Chester. Tel. 24103.

THE METAL PERFORATORS J. & F. POOL LTD., invite perforating inquiries from industry – J. & F. Pool Ltd., Hayle, Cornwall. Tel.: Havle 3213. Telex 45286.

"HOW TO FIND US" (Approach Road) Maps designed and printed to your order. Maplets to guide visitors, to factories, laboratories, research institutions, offices, staff colleges, schools, country houses, etc. Maps prepared for all parts of the country – urban or rural areas. Details and charges, Fyffe Industrial Location Maps, Bourne Chambers, St. Peter's Road, Bournemouth. Tel. (OBO/2) 25226.

EXPORTERS' TRANSLATION SERVICE, 68 Lichfield Court, Sheen Road, Richmond. Phone: RIC 4729. ALL LANGUAGES, e.g. into HUNGARIAN for the next BUDAPEST INDUSTRIAL FAIR: May 20-30, 1966.

EXPORT/IMPORT COMPANY with own Canadian West Coast Office and Agents most parts of world interested in representing manufacturers who wish to expand their export sales. Box M10597, *Board of Trade Journal*, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

TECHNICAL TRANSLATIONS by Engineer-linguists, into the mother tongue. Typescript or camera copy. E. W. SYKES, F.I.L. (Sp.), 39 West Close, WEMBLEY PARK, Middx. Tel: Arnold 4273.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road, (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

T2 AIRCRAFT HANGERS – 240ft. x 120ft. x 29ft. high to eaves. Dismantled and in good condition. Framework only. NEW ROMNEY BUILDINGS 96ft. x 35ft. NISSEN HUTS 16ft., 24ft. and 30ft. wide, any length. Naylors (Bilston) Ltd., 204 Wolverhampton Street, Bilston, Staffs. Tel. Bilston 41689/42448.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade is given on page 675 of the September 24 issue.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.
Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*
Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.
Colour photographs. *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	2 July 1965
Business names registered (A)	12 Feb. 1965
Capital expenditure:	
By industry – provisional (Q)	10 Sept. 1965
– final (Q)	8 Oct. 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	22 Jan. 1965
Catering trades turnover (M)	This week
Chemical industries production (6-M)	21 May 1965
Companies:	
Accounts delivered under the Protection of Depositors Act (6-M)	16 July 1965
Income and finance (Q)	6 Aug. 1965
New companies registered (M)	17 Sept. 1965
Property companies (A)	6 Nov. 1964
Credit:	
International trade credit (A)	7 May 1965
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Oct. 1965
Production, exports and orders (M)	1 Oct. 1965
Film industry:	
British film fund agency returns (M)	1 Oct. 1965
Cinema admissions and takings (M)	1 Oct. 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registration of films (A)	29 Jan. 1965
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	25 June 1965
Sterling area trade summary (Q)	20 Aug. 1965
Trends in exports of manufactures (A)	27 Nov. 1965
World trade and production (Q)	3 Sept. 1965
Foreign trade of the UK:	
Trade by air (6-M)	30 April 1965
Unit value and volume index nos. (M)	8 Oct. 1965
Value of overseas trade (M)	This week
Gold and dollar reserves (M)	8 Oct. 1965
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of HP companies (Q)	20 Aug. 1965
Business (M)	8 Oct. 1965
Industrial building:	
Provisional figures (Q)	6 Aug. 1965
Industrial production:	
Index nos. (M)	1 Oct. 1965
N. Ireland index (M)	1 Oct. 1965
Insurance companies:	
Assets (A)	9 July 1965
Transactions (Q)	24 Sept. 1965
Investments and overseas earnings (6-M)	This week
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (M)	8 Oct. 1965
Motor industry:	
Car and commercial vehicle production (M)	1 Oct. 1965
Motor trades turnover (M)	24 Sept. 1965
Pension funds:	
Assets (A)	9 July 1965
Transactions (Q)	3 Sept. 1965
Retail prices index (M)	24 Sept. 1965
Retail trade:	
Index nos. (M)	8 Oct. 1965
N. Ireland index (M)	1 Oct. 1965
Shipping movement at UK ports (M)	This week
Stocks:	
Manufacturers and distributors (Q)	8 Oct. 1965
Retail (M)	8 Oct. 1965
Textiles:	
Clothing and textile orders and deliveries (M)	24 Sept. 1965
Man-made fibres production (M)	This week
Wholesale houses sales (M)	This week
Wool and cotton output (M)	24 Sept. 1965
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	8 Oct. 1965
Wholesale prices:	
Average prices of selected commodities (A)	19 Feb. 1965
Index nos. (M)	This week

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	17 Sept. 1965
Board of Trade Regional Organization	This week
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	9 July 1965
British Commercial Representatives Overseas	27 Aug. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	9 July 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

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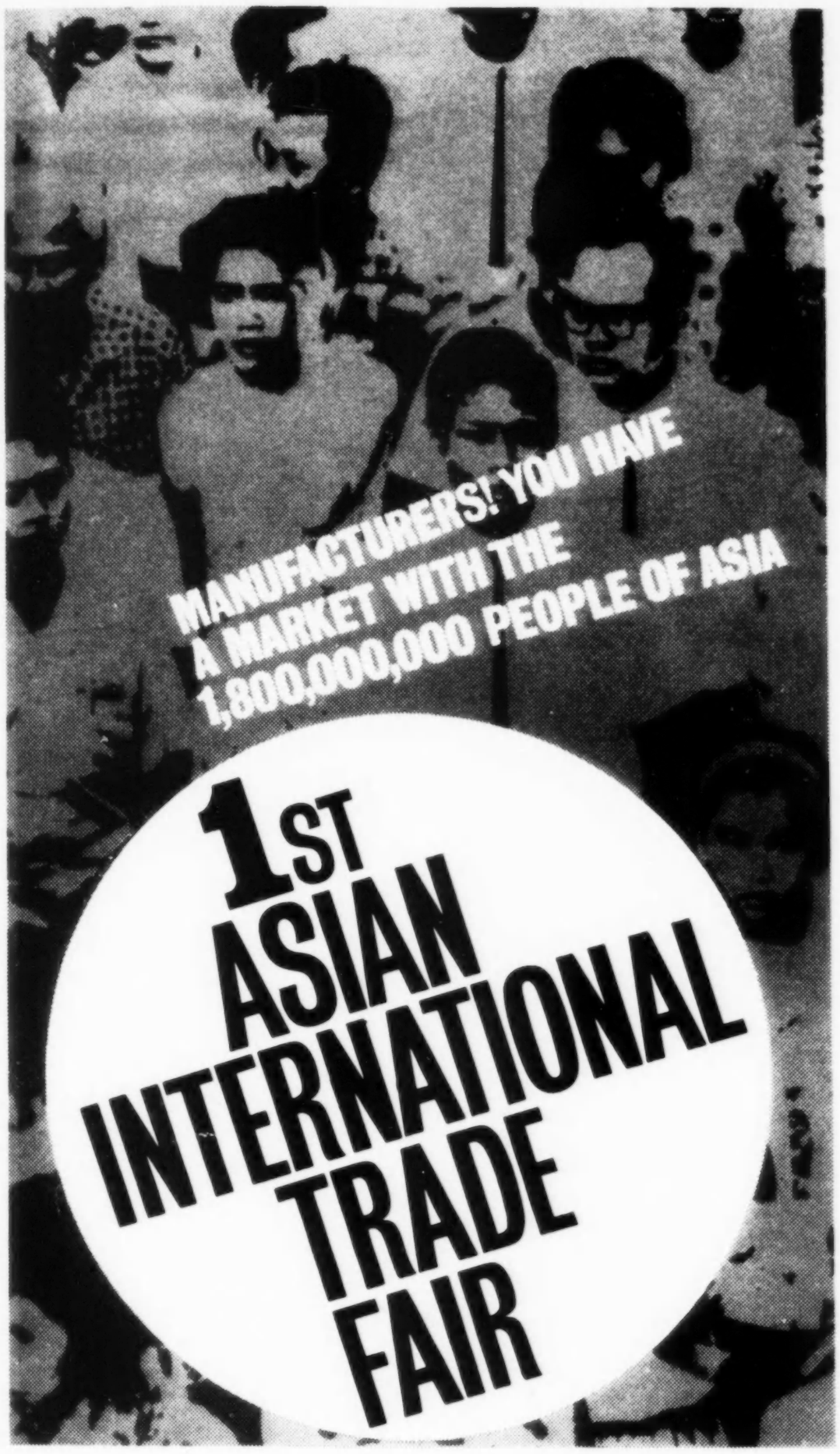

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1ST ASIAN INTERNATIONAL TRADE FAIR, BANGKOK, THAILAND—PEACE AND PROSPERITY THROUGH TRADE COOPERATION

Bangkok 17th NOV-10th DEC 1966

Full information from Department of Economic Relations; Ministry of Economic Affairs, Bangkok, Thailand or from Thai Embassies throughout the world.

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Is your production capacity stretched to the limit? Then build your new factory at Kingston upon Hull, where seven miles of docks along the north bank of the Humber provide first-class facilities for the import of raw materials and the export of manufactured goods.

Hull stands third among all British ports for total value of inward and outward cargoes handled annually, and its geographical position makes it the country's natural gateway to the growing markets of Europe.

Hull (population over 300,000) is also a major manufacturing centre in its own right. Many of its industries have been established in the city for generations; others have moved in during recent years—and there is room for more.

Sites and labour for new factories are available, with water and all other essential services in plentiful supply. Road and rail communications are good and the port is the ocean terminal for a 450-mile network of inland waterways.

A university city in the pleasant, open countryside of East Yorkshire, with a full range of educational, technical training, cultural and social amenities, Hull offers splendid opportunities for growing concerns.

For publications and
further information write to

The Town Clerk, Guildhall,
KINGSTON UPON HULL

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Housewives have been putting their trust in the Robertson's Golly for a long time now—it symbolises one of Britain's top ranges of jams, marmalades and preserves.

Like many modern manufacturers, Robertson's trust fork trucks to take care of their handling problems. And the most reliable of all is the famous yellow fork truck made by Coventry Climax. Recently Robertson's took delivery of half a dozen of the latest Coventry Climax models.

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Coventry Climax

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